

CBW

Coach and Bus Week

The PSV industry's news weekly • 15 February 1997 • Issue 256

MALTESE CROSSROADS

Decision time for
new bus orders

ON THE UP AND UP

Coach holidays now
worth £1.65 billion

CHOICE AND QUALITY

Now is the time to
buy secondhand

TRAVELLERS TALE

Uproar over
newspaper comment

BELT TEST FAILURE

BUSK challenge to
retro-fit safety

IN CONTROL

Moir Lockhead steers CPT towards millennium

All the PSV News **4-11** • Cover Story **12&13** • Tour News **15&16** • Legal News **18&19** • Marksman **22**
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TOTAL
SATISFACTION**



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1995 VOLVO B10M VAN HOOL ALIZEE-HE 12M

49/53 recliners, grey/red/purple moquette, centre sunken demountable toilet, continental door, double glazed tinted side windows with blinds, courier seat, no rear window, wired TV/video, power entrance door, finished all white.

M.O.T. NOVEMBER. 1997

1994 VOLVO B10M VAN HOOL ALIZEE-HE 12M

49/53 recliners, grey/red moquette, centre sunken demountable toilet, continental door, double glazed tinted side windows, curtains, courier seat, water boiler, wired TV/video, power entrance door, finished white/rose/gold.

M.O.T. FEBRUARY 1998

1994 VOLVO B10M VAN HOOL ALIZEE-HE 12M

48/50 recliners, beige/orange moquette, rear sunken demountable toilet, continental door, SUTRAK AIR CONDITIONING, double glazed tinted side windows with blinds and decorative curtains, aircraft style lockers to hatracks, courier seat, fully carpeted, no rear window, Eberspacher pre-heater, TELMA retarder, power entrance door, finished cream.

CHOICE OF IDENTICAL VEHICLES
M.O.T.'s OCT/NOV/DEC 1997.

1991 (August) BOVA FUTURA FHD 12.290 INTEGRAL 12M

51/53 seats, beige/orange moquette, centre sunken demountable toilet, continental door, double glazed tinted side windows, curtains, courier seat, driver's sleeping berth, water boiler, wired TV/video, power entrance door, finished all white.

M.O.T. MARCH 1997

1991 VOLVO B10M PLAXTON PARAMOUNT 3500 12M

49/53 recliners, grey/orange moquette, centre sunken demountable toilet, continental door, tinted side windows with blinds, courier seat, water boiler, power entrance door, finished all white.

M.O.T. OCTOBER 1997

1989 VOLVO B10M PLAXTON PARAMOUNT 3500 12M

49 recliners, red/grey/orange moquette, centre sunken toilet, continental door, double glazed tinted side windows, courier seat, water boiler, power entrance door, finished all white.

M.O.T. JULY 1997

1989 BOVA FUTURA FHD 12.290 INTEGRAL 12M

51 seats, grey moquette, centre sunken toilet, continental door, double glazed tinted side windows, curtains, courier seat, water boiler, wired TV/video, power entrance door, finished all white.

M.O.T. JUNE 1997

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1988 VOLVO B10M PLAXTON PARAMOUNT 3500 12M

51 recliners, beige/orange moquette, tinted side windows, curtains, drinks machine, O/S rear sunken toilet, continental door, power entrance door, finished all white.

M.O.T. JANUARY 1998

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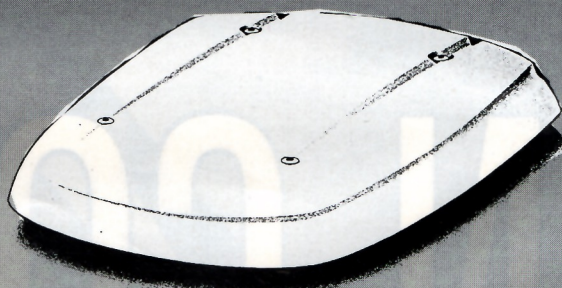
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for BTTF 1997



Right man at the right time

IT'S early days yet there are signs that the transport spokespersons of the three main political parties are singing off very similar hymn sheets.

True, you have to read between the lines, looking for hints of positive policy messages. They agree that pollution and congestion must be tackled by quality public transport but the industry needs Government help to maximise its potential.

We must give the Confederation of Passenger Transport a well-deserved bat on the back. Its tireless work behind the scenes briefing department officials, ministers and prospective ministers is starting to bear fruit.

However the industry must be confident that political will translates into positive action.

We've been through deregulation, privatisation, intense competition, cost cutting, endless take-overs and route changes. Now is the phase where consolidation begins - next is the phase where real progress on quality investment takes a hold.

Coincidentally the CPT has Moir Lockhead in the driving seat just at the right time.

His enthusiasm for the future of the bus is infectious and he has boundless energy to devote to the crusade.

While it would be naive to pretend that major pro-bus policy announcements are around

the corner there are few who will fail to be influenced by the new president's heartfelt convictions.

■ **APOLOGIES** to all readers who will share our deep disappointment at the postponement of the first Coach and Bus Live.

Although we remain convinced that the show formula is right, we have to concede that trading conditions are against us.

Over 1,000 *CBW* readers had pre-registered. Over 40 exhibitors have booked space. We planned an alternative fuel village, test routes and a driving challenge. Over 50 O-licence holders were anxious to bring their prized vehicles to the Past, Present and Future cavalcades.

But it's like planning a new bus service. You do the market research, order the vehicles, register the service, and generate publicity - only to find that those passengers who said they would leave their car at home have had second thoughts.

When the time is right we will reconsider but, meanwhile, we have to acknowledge that you cannot buck the market.



Mike Morgan,
Editor

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events

17 February: 13th Annual London Motor Conference, Hotel Inter-Continental, London. To register fax 0171 896 2696/2697

19 February: Economic implication of parking policy, Mark Vallely, Transport Studies Group — Transport Economists' Group monthly meeting, 5.30 for 6pm, room 205, University of Westminster, 35 Marylebone Road, London NW1. Details on 0181 784 5830 (Oscar Faber, St Albans) or 0171 222 4545 (Traffic Director for London)

19 February: Transport Challenge Conference, organised by ETSU on behalf of DoE and DoT, The Oval Conference and Banqueting Centre, London. Details from David Wellington on 01235 433705 or Marcus Jones on 01235 433519

25 February: Omnibus Society meeting, LT HQ, 55 Broadway, London SW1. David Beaman on Hong Kong (with a taste of India). Details from Barry Le Jeune on 0171 918 3295

10-12 March: CPT Scottish Council Annual Conference, Gleneagles Hotel, Perthshire. Theme is 'Planning for the Future'. Details from Peter Thomson on 0141 639 4984, fax 0141 616 0866

12 March: ICE, AME South Eastern Association Annual Conference, Swanley, Kent - Transport, the Way Forward. Details on 0181 741 1516, fax 0181 741 5993

19 March: CIT East Anglia meeting — The traffic commissioner and licensing of goods and passenger vehicles, south room, third floor, University centre, Mill Lane, Cambridge, 6.30pm for 7pm. Details from Jeff English on 01603 457348

19-20 March: British Travel Trade Fair '97, Hall 9, NEC, Birmingham. Pre-register by phoning the Ticket Hotline on 01926 435843

19 March: CPT seminar 'Coaching into the Millennium' at BTTF. Details above.

25 March: Omnibus Society meeting, LT HQ, 55 Broadway, London SW1. Gavin Booth, 1986 and all that: 10 years of deregulation. Details from Barry Le Jeune on 0171 918 3295

14/15 April: Smart Cards in Transport, Implementation and Development Conference, The Selfridge Hotel, London. Details on 0181 743 8787, fax 0181 740 1717

17/18 April: 21st Nottingham Conference and Exhibition - Influencing the Transport Decisions. University of Nottingham. Speakers include Neil Kinnock. Details, fax 01223 881604

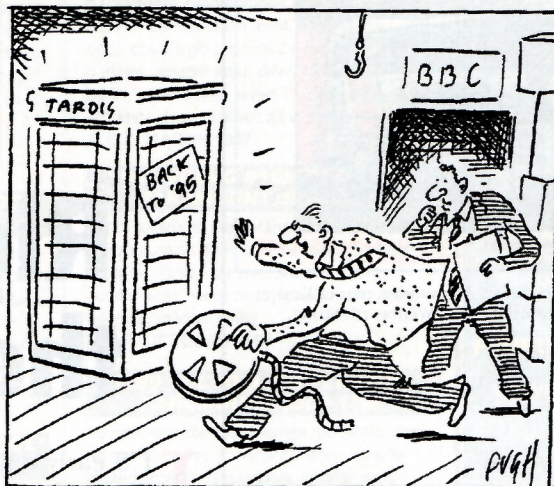
▼ Coach

Busk test Supreme failed

COACH and Bus Week has learned that BUSK's 16-year-old Plaxton Supreme failed the controversial seatbelt pull-test. But the industry has to wait for a TV programme to be screened if it wants to find out the results.

Full details of the type of test and its outcome remain a closely-guarded secret, but BUSK's founder, Pat Harris told CBW that the seatbelt installation failed to meet the test standard, suggesting that seatbelts should not be fitted to this type of vehicle.

"We want the Government to do a U-turn on retrofitment of seatbelts," she said and reacted forcefully to suggestions that BUSK was scaremongering (CBW, 8 February). "Children are the potential crash



"IF I'M QUICK I CAN STOP THE GOVERNMENT GOING DOWN THE RETROFIT ROAD!"

dummies on these seats," she claimed.

CBW was not invited to see the test in action because it was being filmed by BBC 1 TV programme, *Here and Now*. The footage is expected to be screened on 17 February.

It is believed to have been a static pull-test on retrofitted belts attached to standard Plaxton Supreme seats. The coach was bought by BUSK and the

belts fitted for the purpose of the test. It is understood to have had a current MoT.

● THE Department of Transport is expected to announce plans to extend the scope of random roadside inspections to include checks that coaches carrying children are complying with the seatbelt regulations. Surveys indicate that, on average, 57 per cent of coaches currently have passenger seat belts fitted.

▼ Coach and Bus

Labour: tougher O-licence plans

SHADOW transport secretary Andrew Smith MP is considering raising the standards for O-licence holders, and establishing 'quality corridors' through local authorities.

Mr Smith outlined Labour's transport policy at its Business and Transport conference in London, and was backed in his comments by Labour leader, Tony Blair MP.

Mr Smith told delegates the

industry's future is in partnerships with workers: "Success depends on their efforts, and they must share its rewards. We will not build a modern transport system through deskilling, demoralisation, or chronic insecurity."

He said partnerships between public and private sectors must also be forged to persuade the public to view the car as "an adjunct of public transport, rather than an alternative."

He said the new regulatory framework Labour would introduce would eliminate wasteful competition by continuing to build Quality Partnerships and loosening the bureaucracy attached: "The quality drive must involve higher standards for those entering the industry. This could be achieved by amend-

ing the conditions for operating licences, to require better staff training, certification of competence, and adequate engineering back-up..."

Quality corridors could be accessible to all operators providing they meet quality criteria, said Mr Smith, but operators meet a share of costs.

"We strongly support partnership between public and private sectors," said Labour leader Tony Blair. "But it will only work if Government takes a lead, setting priorities, cutting red tape and, therefore, costs."

Mr Blair pointed to Manchester Metrolink and the Midland Metro in Birmingham as examples of Labour's local authority commitment, but said also said he would knock down the barriers which prevent more Private Finance Initiative deals taking place.

CPT director general Veronica Palmer warned against compelling bus operators to establish interchanges which may not be required, but urged better research in planning of new developments to favour public transport.



Regulation would eliminate wasteful competition

▼ Coach

Travel reform

by Mark Williams

TRAVELLERS Coach Company is investigating the possibility of taking legal action following a newspaper article by former Conservative minister Alan Clark.

The *News of the World* column provoked widespread anger from operators by saying that the Crown Prosecution Service "ducked out" of bringing a criminal case against Travellers, and thus made it "open season for the ultimate road-



Travellers could sue Tory minister

News of The World article provokes widespread anger

hog." Mr Clark said coach drivers would now be driving at 90 mph, third-laning, "carving-up" lorries, running on bald tyres,

changing drivers while travelling at speed, and killing people. He also claimed coaches have "immunities from

penalty." The Confederation of Passenger Transport was inundated with complaints from its membership, and has written to the *News of the World*. So far, the newspaper has not responded to the letter.

In late January, a judge decided to put a permanent stay on criminal proceedings against Travellers (CBW, 1 February) because, he said, there had been an "unjustifiable" delay in bringing the action which had prejudiced a fair trial.

AN CLARK 'S WITTIEST GRITTIEST COLUMNIST' Scandal of the Coach Protection Service



As usual, the Crown Prosecution Service has ducked out of a hard target. Didn't that woman in charge of it get a medal in the last Honours List? Anyway, her new line is not to bring a case unless there is "sufficient evidence to guarantee a conviction". A principle which will certainly cut into the list although how the ancient traditions of our Country Law might be affected is less certain.

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available for work
face having their
fits stopped.
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much it is costing
those idiots moved
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Devon.
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looking for work. I
see how sitting up
or underground is a
as looking for work
why are they still
paid their grants?
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I READ of plans
to introduce the cadet
in the school. So
the school. So
the school. So



In receivership: but business has 'potential'

▼ Coach

Silver Choice sale

SCOTTISH coach operator Silver Choice is in receivership, but is being touted for sale.

The East Kilbride business which began coach operating life in 1987, though established for more than 20 years, has 11 full-sized coaches and 25 wedding cars. It runs its own tours, private hire, tour contracts and its own express service between London and Glasgow.

Silver Choice had just had its appeal against a one-week O-licence suspension rejected by the Transport Tribunal (this issue, page 19), despite pleas from the proprietor, David Gardner, that the traffic commissioner

had not heard all of the circumstances of several hours and tachograph offences.

Receivers KPMG were upbeat about the prospect of selling Silver Choice: "This is a business with great potential, having a long-established reputation and a growing client base in a profitable market," said joint receiver Blair Nimmo, based in Glasgow.

"The company has, however, encountered severe, short-term financing difficulties and it, therefore, proved necessary to place the business in receivership."

Silver Choice is being maintained as a going concern.

▼ Coach and Bus

Show postponed

TOUGH trading conditions in the new and used coach market have led to the postponement of *Coach and Bus Live*.

Organised by EMAP Automotive, the publishers of *CBW*, *Coach and Bus Live* was to have taken place at Donnington in early April. But now it will be postponed until trading conditions improve.

The innovative *Coach and Bus Live* was based on a well-proven ride-and-drive concept, where visitors could test-drive vehicles round the Donnington circuit. In pre-launch research, the idea was warmly welcomed by manufacturers and dealers. But, trading conditions in the coach market worsened, stocks of new and used coaches built up around the country and the level of bookings from major play-

ers fell below the number required to make the show viable.

"Obviously, I'm disappointed," said *CBW* publishing director, Mark Barton. "Not only for the people within this organisation who have worked so hard to give the industry the show it wanted, but also for the 1,000-plus operators who had registered within days to come to the show. They will not now have the show they were looking forward to."

"But, you can't buck the market. And the message from manufacturers and dealers over recent weeks was pretty clear."

"I hope one day we can reconsider. But, one thing's for sure: *CBW* will continue - as it always has done - to support the industry and work to raise standards across all its sectors."

▼ Rail

Scotrail sold

NATIONAL Express beat competition from Stagecoach and a management buyout team for Scotrail, the last major unsold passenger rail franchise. The company owns Scottish Citylink and operates many coach services north of the border. Scotrail runs Scottish local rail services. It is thought talks have already been held with the OFT.

Stop Press+++Stop Press+++Stop

Expansion continues at Q-Drive

Q-DRIVE'S on-going expansion strategy continues with the acquisition of the business and goodwill of Eurobus, a London-based company providing scheduled coach services around Europe for the youth travel market.

Eurobus comes under

the Q-Drive Coaches banner along with Limebourne and Scan Coaches (*CBW*, 25 January). No coaches are involved in the deal but group chairman Len Wright says Q-Drive has latterly been providing the vehicles.

Between six and 10 coaches are required for the

circuit, which takes in France, Germany, The Netherlands, Belgium, Italy, Spain, Austria and the Czech Republic. It has been likened to an extended version of a London sightseeing tour. Tickets are sold through



In brief

Tube leak

THE Government will sell off the entire London Underground as a single company, a leak suggested last weekend. According to insiders, the idea of selling off all 11 lines separately was vetoed by Brian Mawhinney because the poor state of the lines made them unmarketable.

Cowie 'coup'

COWIE Interleasing and Neil Pykett has been dismissed and will be replaced from within the company, which owns Hughes DAF. Rumoured to be a boardroom coup, the change is unlikely to affect the lease and hire fleet of coaches and buses handled by Hughes DAF.

Buses best

ONE of the Transport Research Institute's experts has backed buses over light rail as Edinburgh examines plans for its £30 million public transport corridor. Tom Rye says that, in European cities, passengers do not differentiate between the two, and the flexibility of a busway coupled with its lower cost makes it its first choice.

DSA leaflet

THE Driving Standards Agency - criticised heavily for delays in the PSV theory test - has launched a Customer Charter leaflet, and claims it has reached most of its objectives.

Gone green

STRATHCLYDE Buses has gone 'green' with a £150,000 annual investment in Greenergy's ultra-low sulphur diesel at the Greater Glasgow fleet's Parkhead depot. Around 200 vehicles will run on the fuel.

Coach and Bus

Number of coaches sold half that of January 96

But bus market slightly up

by Mark Williams

THE registration figures last month provide little clue to the delivery pattern for the year ahead. But the total is down by 12 per cent, coaches by more than half and buses up 11 per cent.

Until March, almost all coaches registered will have been ordered during what was, for many, a relatively buoyant season for tourism.

A glance at the small sample of 48 coach deliveries last month puts Volvo's chassis - chiefly B10M - ahead of the rest by a large margin, but more significant is the halving of the coach delivery volume.

The bus market compensated with a slight rise in registrations to 218 vehicles and Dennis and Volvo dominate the picture.

Far and away the biggest vehicle type to be delivered was the single-deck bus, accounting for 144 of the 266 vehicles. There were 51 midibuses delivered, 23 double-decks, and 48 coaches, of which three were double-decks.

The overall picture for coach and bus deliveries suggests a slight drop in registrations but a very similar picture was painted in January 1996, when the total dropped by 12.2 per cent, from 344 to 302.

Later in the year, it was plain that the market would rise rather than fall, and the only conclusion to reach is that delivery pattern was changing rather than overall investment in new vehicles.

It remains to be seen whether the same will be true of 1997's deliveries.

COACH AND BUS REGISTRATIONS

	January		Year to Date			
	1997	1996	1997		1996	
Volvo	137	161	137	51.5	161	53.3
Dennis	77	61	77	28.9	61	20.2
Optare	27	32	27	10.2	32	10.6
Scania	6	25	6	2.3	25	8.3
DAF Bus	0	6	0	0.0	6	2.0
Bova	0	1	0	0.0	1	0.3
Others	19	16	19	7.1	16	5.3
Totals	266	302	266	100.0	302	100.0

COACH REGISTRATIONS

	January		Year to Date			
	1997	1996	1997		1996	
Volvo	27	75	27	56.3	75	70.8
Dennis	10	7	10	20.8	7	6.6
Scania	3	7	3	6.3	7	6.6
DAF Bus	0	1	0	0.0	1	0.9
Bova	0	1	0	0.0	1	0.9
Others	8	15	8	16.7	15	14.2
Totals	48	106	48	100.0	106	100.0

BUS REGISTRATIONS

	January		Year to Date			
	1997	1996	1997		1996	
	units	units	units	%	units	%
Volvo	110	86	110	50.5	86	43.9
Dennis	67	54	67	30.7	54	27.6
Optare	27	32	27	12.4	32	16.3
Scania	3	18	3	1.4	18	9.2
DAF Bus	0	5	0	0.0	5	2.6
Others	11	1	11	5.0	1	0.5
Totals	218	196	218	100.0	196	100.0

The above table details all vehicles on designated PSV underframes registered last month in Great Britain, Northern Ireland, the Isle of Man and Channel Islands. Source: SMMT

Bus

Reading buys first lowfloors

THE first low-floor buses for Reading Buses comprise 10 Optare Excels which will share duties between four 'Low Rider' routes in the Berkshire town.

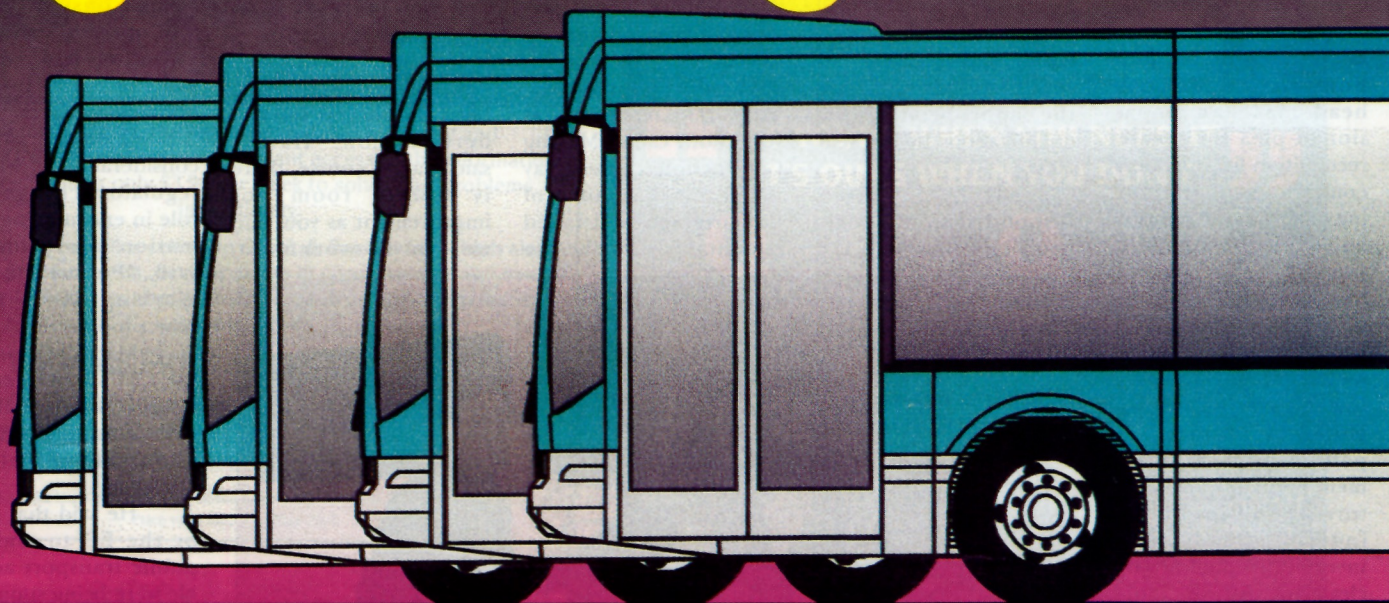
Reading Buses - part of municipal Reading Transport - is expecting to build ridership on the housing estates served by the Excels.

CBW



Roll on, roll off: livery clearly makes the point on Reading Buses' new Excels

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▼ Coach and Bus

Bowis hears president's plea

AT a packed annual dinner, president of the Confederation of Passenger Transport Moir Lockhead made a plea for better government support for coach and bus transport.

Minister for road safety and London, John Bowis, heard Mr Lockhead make an impassioned plea for greater recognition for operators' commitment to improving quality in the industry, and said infrastructure support was essential for further progress.

"The message is clear," Mr Lockhead told members and guests at the Grosvenor House Hotel in London. "If politicians grant investment in quality infrastructure we will invest, and indeed already have invested, in quality vehicles. This year, the industry is spending over £150 million on new buses.

Mr Lockhead hinted that the CPT's Coach Commission is already committed to establishing a coach quality standard which will take into account not just the vehicle but the standard

But minister suggests timetable regulation

by Mark Williams

of customer care.

"We have taken on board the challenge of sector training targets," he told members and guests. "Our aim is to ensure that at least 60 per cent of all our staff have the appropriate NVQ qualifications by the year 2000."

Mr Bowis responded to Mr Lockhead's criticism of the

Department of the Environment's report from the Round Table for Sustainable Development by saying that the media's coverage distorted the truth: "The report was, as you know, called Making Connections. I must say that I felt that much of the coverage of it failed lamentably to make the

connection with the actual facts of deregulation and its benefits."

Mr Bowis said rising bus mileage and patronage coupled with lower running costs and decreased subsidy had been the success story of deregulation: "Having said that, of course, there is always room for improvement as you, and we in Government,

recognise," he said.

Mr Bowis said increased funding of research into the results of changing modes of travel from cars to buses is being considered, but that operators and local authorities had a duty to provide better information to passengers.

"I do not rule out consideration of whether regulatory change has a role in encouraging information provision," he said. "Perhaps the Bus Working Group might have a look at this."

Mr Bowis praised the CPT's role in encouraging Quality Partnerships, and developments in alternative fuel technology.

He said that moves by the EC to make all public transport accessible were being supported, but that the interests of operators in setting the design of coaches and buses would be defended by Government.

■ What is Moir Lockhead's vision of the future? Read the CPT president's views, on pages 12&13

CBW



MINISTER for road safety and London, John Bowis, launched the London Transport Buses' Clean Air Initiative announcement (CBW, 8 February) alongside Clive Hodson, md of LT Buses (left) and Andrew Owens, md of ultralow sulphur diesel specialist Greenergy



▼ East Anglia

Boyd booked

TRAFFIC commissioner Brigadier C. Boyd is the main attraction at a Cambridge event focused on licensing issues.

The East Anglia section of the Chartered Institute of Transport has booked the Brigadier for 6.30 pm on Wednesday, 19 March, when it has an open seminar at the South Room, Third Floor, University Centre, Mill Lane, in Cambridge. Bookings should go to

Bob Beaumont, on 01473 583328.

▼ Cumberland

Top agents

STAGECOACH Cumberland has won National Express's Agent of the Year Award at a ceremony in Birmingham.

The award plaque was presented to Sue Duffy and Rona Watt by John Lord, National Express regional sales development manager.

Special category

winners were Travelwise of Newport (Bargain Breaks), AT Mays in Merthyr Tydfil (Airlink), Tara Travel of Clapham (Eurolines), and Carrick Travel in Kenilworth (Flightlink).

▼ Lancashire

Ribble back

STAGECOACH Ribble 'borrowed' buses from throughout the group to cover services, after the Christmas fire which wrote off 21 vehicles.

The Bolton depot

met its service commitments by lunchtime the day the disaster was discovered. Among a variety of buses sent to Ribble were five Alexander PS-bodied Lances, which may be converted from their current two-door configuration to suit Ribble's services.

▼ Powys

Belt budget

COUNTY councillors in Powys are faced with trimming budgets elsewhere to pay for seat

belt introduction on school buses.

The bill for this year's legislation has been put at around £350,000, but spending constraints have left the council with the option of trimming cash from the fire service budget to pay. Suggestions that the Welsh council follow in the footsteps of others in Wales, and speed-limit coaches to bus speed, were rejected because they were 'not in the spirit of the resolution.

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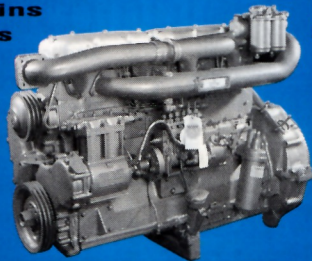
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Committed to change

NEWLY appointed Public Transport Authority chairman Reno Calleja hailed the Excel as a "new beginning" encouraging wider use of public transport. Mr Calleja made it clear that if 80 of the country's oldest buses were not immediately replaced, there would be no chance of improving local bus services.

The outgoing PTA had planned to replace 150 buses per year with new low-floor vehicles, but a change of Government, and the reconstitution of the membership of the PTA had delayed formulation of clear policy objectives.

"Basically we agree with the policies of the former Government, the new Government is committed to change the bus fleet of Malta. However we need to have a new look to the whole situation before we decide what to do." He said that decisions would be made in weeks rather than months, but there might be details which would have to be renegotiated.

At present there is insufficient funding in place to subsidise the required num-



Calleja: hailed 'new beginning'

bers of vehicles, but the new Authority is looking at wider measures to stimulate bus ridership, and new funding schemes which might make the higher-cost buses more affordable.

"I hope that as soon as possible we will start the ball rolling. As chairman, I would like these buses yesterday."

▼ Bus

Malta's vet

MOVES to replace at least 80 of Malta's ageing and historic buses were announced last week, at the official launch of the country's first low-floor bus - the 45-seater Optare Excel.

Built to stringent Malta Public Transport Authority specifications, the 10.6-metre Excel features a 215 bhp Cummins B Series Euro 2 engine, powered through an Allison automatic World Series gearbox. It has been certified to UK PSV standards and has also passed independent noise and emissions tests in the UK.

Heralding a new era in high quality public transport for the Island, the Excel, which is expected to

Low-floors signal

by Andrew Jarosz

enter revenue earning service this month, will be followed by the launch of two East Lincs-bodied Dart SLFs in a week's time, and a further two Plaxton-bodied Dart SLFs, after they are shipped to the island (CBW, 1 February).

The Excel, which features four tip-up seats to accommodate wheelchairs, air suspension, DPTAC approved accessories, patterned vinyl seat trim and half-depth sliding windows for additional ventilation, differs from the Darts in having automatic transmission, larger wheels and

Family ties help Supreme to be first low-floor buyer

ALTHOUGH the majority of Malta's 650 buses and coaches are owned by private individuals, some larger companies do exist, and other individuals have banded together into loose federations - often

linked through family ties.

Supreme Travel, purchaser of the first Excel, is run by members of the Abela family, most of whom hold individual licences for one or more coaches and buses. It has

been in business for 29 years, and operates from modern premises in Zejtun.

Supreme operates 11 service buses, 14 coaches, four minibuses and owns three (as yet

unlicensed) open-top double deckers. Some of the bus fleet is relatively modern and includes Bedford and AEC Swifts, while much of the coach fleet has come from the UK and includes Plaxton

Supremes, Premieres and Caetano-bodied MAN midicoaches.

Five brothers led by Reno Abela front the business, but are joined by numerous relatives, sons and nephews - all of whom contribute to the work. Having bought its cast-offs, the company has adopted Nottingham-based Dunn Line's livery, and contract other coach operators to work under their banner. Liberalisation of coach regulations over the next 12 months means that the company is now free to chase contracts, and further growth is expected.

Mr Abela was pleased with his new low-floor bus and has applied for Government subsidies for more. He thought that it will be very good in operation, and as three of his coaches already have automatic transmission, saw the smooth ride as a positive asset.

CBW



Dunn Line's colours flown a second time by Maltese operator Supreme, run by the Abela family

erans to go

end of ageing fleet

heavy-duty S-cam brakes. In other respects the vehicle is similar to its counterparts, although they have deep hopper windows and electric destination equipment.

Following the launch, which was attended by Government ministers, MPs, representatives of transport organisations, the police and the Deputy High Commissioner, the vehicle spent the week on demonstration runs, route testing and driver evaluation. Amongst its many duties was the transportation of disabled and elderly groups to excursion venues where they were greeted by the Island's Minister of Health.

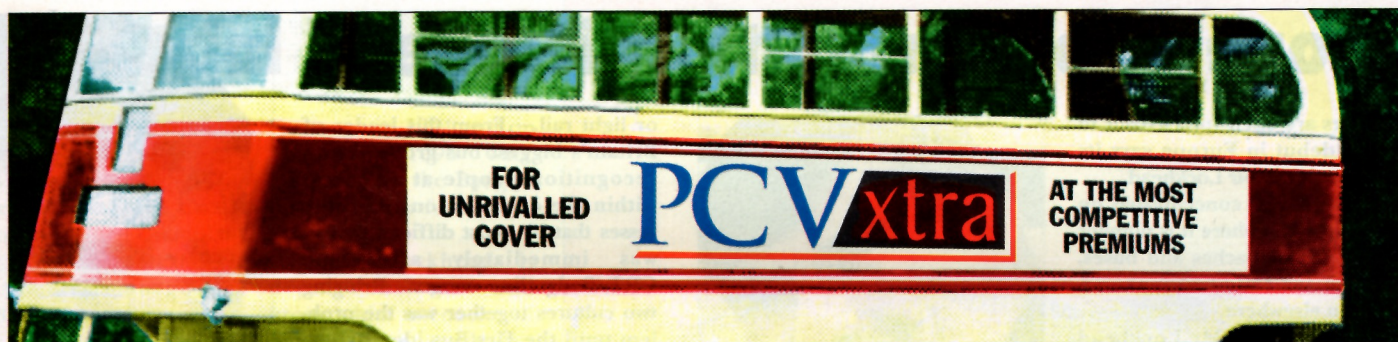
Optare's international division general manager David Hoy said that the Excel had passed its most stringent tests in negotiating all the Island's road "blackspots" without grounding, and had easily accommodated groups of wheelchair-bound and semi-ambulant passengers.

"The Excel has greatly impressed both owners and drivers during the service trials, and we expect letters of intent to purchase at least 30 vehicles."

The first Excel has been purchased by Zejtun based Chancu Supreme Travel, and has replaced a 40-year old Bedford SB, which at one time worked for Malta Air Services.



Excel first, but two Dart SLFs to follow as Malta embraces low-floor



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▼ Cover Story

President drives towards

This week, FirstBus chief executive Moir Lockhead, gets behind the wheel

by Mike Morgan



THE man who, eight years ago, made employee share ownership fashionable when he led the successful employee/management buyout of a 200-bus company in Scotland, and who today heads-up the UK's largest bus fleet, has taken over the reigns of the Confederation of Passenger Transport.

Moir Lockhead, 51, chief executive of FirstBus plc, succeeds Ron Whittle, managing director of Go Whittle Ltd. He made quality a by-word when executive chairman of Aberdeen-based GRT and, in this exclusive *CBW* inter-

view at FirstBus' Weymouth Street headquarters in London, pledged to push quality standards throughout the coach and bus industry.

For the coach industry, this means pursuit of the elusive quality standards by which customers can measure the expected level of service from coach companies; a target has been set to give 60 per cent of all industry drivers NVQs by the year 2000; the bus industry is to be encouraged to maximise the potential of Quality Partnerships; and, he intends to put pressure on Europe to remove threats to the UK industry in the pending construction

Directive. Operators need flexibility to make the level of quality appropriate to the service being operated. He says it's a nonsense to enforce high-density standing: "Safety is more important than standardised seating."

He said: "All people running buses are of a mind - the debate is how do you do it." Consequently he sees no conflict between heading up FirstBus and representing the diverse interests within the industry as the CPT president.

"This is indeed a great honour," said Mr Lockhead. "I can assure operators that I am fully committed to fighting

their corner over the next year. We will work with the new Government to ensure they are aware of the priorities of CPT members at the earliest opportunity. We already maintain close contact with front bench representatives from all three major parties, and we are well prepared for any eventuality.

"The focus of this year must be quality: driving up standards across the industry, continuing the introduction of quality partnerships between local authorities and operators, and ensuring fair and proper enforcement to maintain the quality of service to which

we must all achieve."

A series of CPT 'days' have been programmed. While maintaining the theme of the presidential year, each will target specific decision makers, starting on 19 March with city analysts and 'Investing in Quality', continuing with 'Enforcement for Quality' on 25 June, a deputation to meet the European Commission on 1 July and the environment on 24 November.

Mr Lockhead says the FirstBus structure contains all the facets of coach, bus and rail operation. It matches the CPT

European opportunities lie ahead

THE doors are open for FirstBus to make its debut in Europe says its chief executive, Moir Lockhead.

FirstBus has concentrated on growth in the UK where it is number one, with 8,000 coaches and buses, yet has so far failed to make an impression elsewhere.

According to Mr Lockhead there's another year of opportunity in the UK, thereafter the route is into Europe, he said. Those European opportunities are not just ideal for FirstBus - but for the whole industry.

Timing fits the FirstBus strategy encapsulated in Mr Lockhead's guiding principal: "Growth is only inhibited by ability to manage - don't run ahead of management capability."

Although FirstBus put in a bid for Swebus - now owned by Stagecoach - it was a step too early, said Mr Lockhead. "But we're ready now."

Nevertheless he is convinced that the future is bright within the group's existing business for organic growth through extra passenger generation.

He believes that 10 per cent growth over three years is achievable



- though this in itself may not be enough to fund new vehicles. "The real benefits are seen in the regeneration of our city centres once you solve the car problem," he said - hence the emphasis on Quality Partnerships with local authorities making a contribution to passenger information/facilities and bus priorities.

"We all want new buses," he said - the FirstBus formula is to generate more cash and reinvest accordingly. "But it goes beyond the vehicles - it's the package of reliability, comfort and information.

"New buses could be regarded as pre-metro. First phase is improved reliability of the network. Next is guided bus, then tram

or light rail. From this leader of Britain's biggest bus group comes recognition people at all levels within the organisation. He confesses that his most difficult period was immediately after the GRT/Badgerline merger. Bringing two cultures together was the problem until the FirstBus identity was established. A common sense of purpose with FirstBus chairman, Trevor Smallwood took the group through the barrier leading Mr Lockhead to claim that what started as the most difficult became the most successful.

"Success is a great motivator," he said. "But you can only do it with the right people around you - when with United Autos I was kept on the straight and narrow and I've been lucky ever since."

Now that success with rail privatisation has FirstBus as a train operator, what can rail acquisitions teach bus business? Answer: "Understanding reliability - financial performance is no more vital than customer performance. The railways have set bench marks for customer and employee satisfaction. This greater emphasis will now spread into bus operations."



Total turnover

FIRSTBUS has 27 bus operating companies across the UK - from Aberdeen to Land's End, from Wales to Norfolk. It has a fleet of 8,000 buses, employs 20,000 people and has an annual turnover of £530 million. In addition the group generated £130 million turnover from trains. It

ards quality

of the industry's trade organisation

mix, he said, and from this perspective he identified some of the specific issues to be challenged in 1997.

European harmonisation threatens abolition of domestic drivers hours and presents a confused position which must be sorted out yet the process of axle weight and vehicle length harmonisation needs to be encouraged.

Although he said the Government must be reminded that the outside lane ban trial ends in December, he stressed the difficulty of fighting the tide of public opinion.

His drive for quality is infectious and energetic drive fuelled by countless successes over the last 10

years.

Although he pays tribute to his family and those who work with him - notably FirstBus chairman Trevor Smallwood - for the support necessary to underpin those successes, he pinpoints another essential factor: "Change is a function of timing."

Evolution within the industry is coinciding with a modified attitude to car ownership. The resultant vision by the new CPT president is that the combination of the arrival of new coaches and buses, together with getting the access theme focused on passenger comfort, will force the pace for the benefit of the whole industry.

Industrial honour

MOIR Lockhead is a qualified engineer who served his apprenticeship with the National Bus Company. He joined Grampian Regional Transport (GRT) as general manager in 1985, and became managing director on the formation of the company in October 1986.

Three years later he led a successful employee/management buy-out of the company, and was appointed executive chairman.

The company was listed on the stock

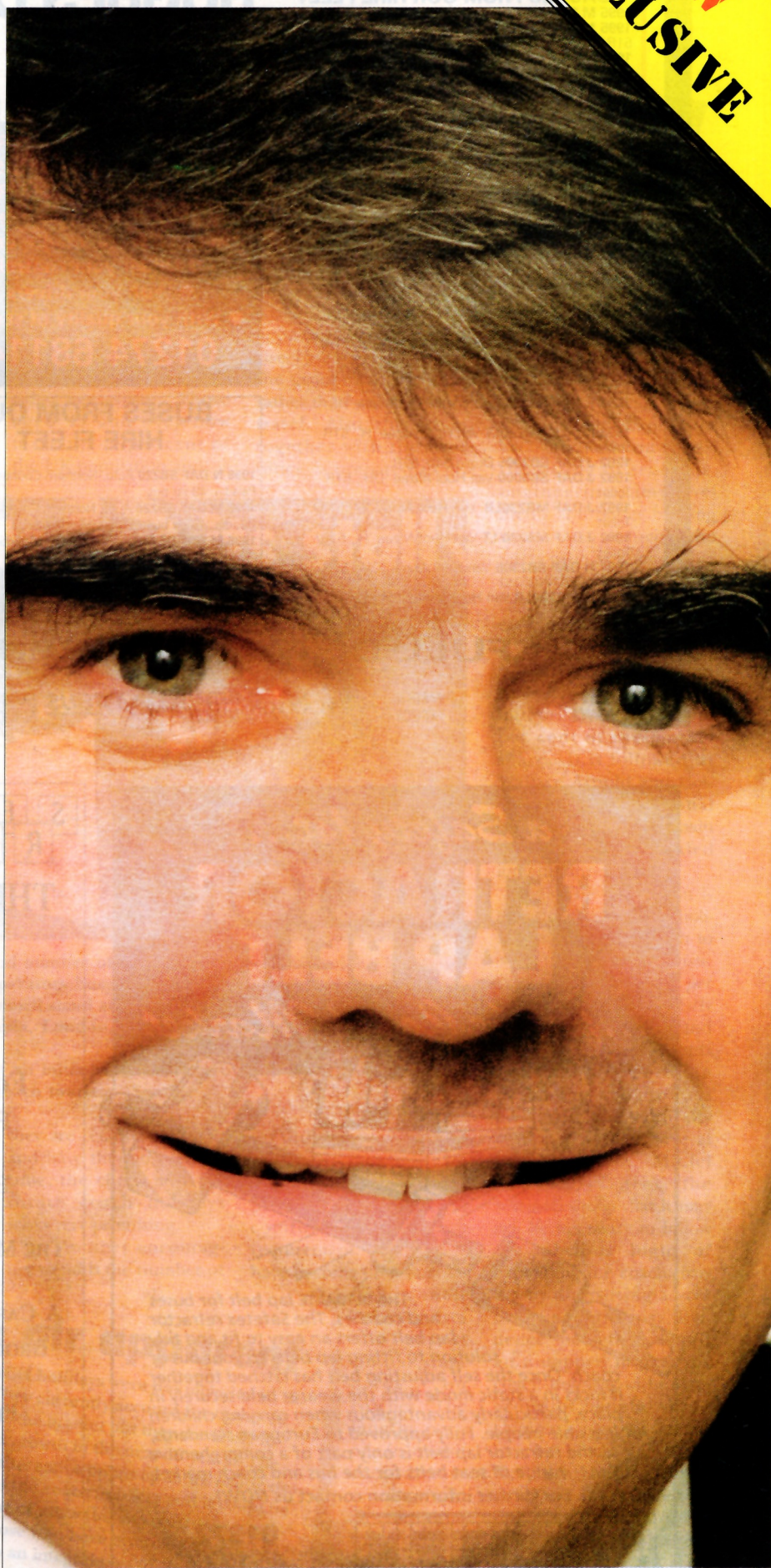
exchange in 1994 and on 16 June, 1995 GRT merged with the Badgerline Group to form FirstBus plc.

Mr Lockhead is deputy chairman and group chief executive of FirstBus, the largest bus operator in the UK.

In 1993, the Junior Chamber of Commerce awarded him the 'Grampian Industrialist of the Year' award and in the Queen's Birthday Honours last year he was awarded an OBE for services to the bus industry.

up to £660m

holds a 24.5 per cent stake in Great Western Trains, has the franchise for Great Eastern trains operating from Liverpool Street into Essex and East Anglia, and GWR recently awarded the franchise for North West trains.



Moir Lockhead: 'the focus of this year is on quality and standards'

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Pointer, 40 str bus
1992 J DAF SB220 Auto, Ikarus Citibus, 48 str bus

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1990 G DAF SB3000 Van Hool 'H', 49/Toilet
1989 F DAF SB2305 Van Hool Alizee 'DH', 53R
1989 F DAF SB2305 Van Hool Alizee 'DH' 51R/Toilet
1989 F DAF MB230LT Plaxton 3500, 51R/Toilet
1989 F DAF MB230LB Plaxton 3500, 52R
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1988 E DAF SB2300 Van Hool Alizee, 51R/Toilet
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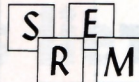
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▼ UK and Europe

Coach outlook healthy

A HEALTHY outlook for the coach tourism industry has emerged from a survey of coach holidays by marketing analysts, Mintel.

It shows the industry has coped better with the fluctuations in the leisure market. Between 1992 and 1996 expenditure on coach holidays rose by 27 per cent, from £1.295 billion to £1.65 billion.

This figure represents 8.3 million holidays taken in the UK and abroad. The preference is for the UK - 72 per cent of holidays sold in 1996 were domestic, an increase of 23 per cent on 1992.

The West Country is the leading UK destination, accounting for 22 per cent of the market. It was followed by the South of England, including the Isle of Wight, which captured 13 per cent.

London accounted for six per cent of the holiday market, principally through short breaks and entertainment packages to the theatre, shows and exhibitions.

Since 1992, the number of domestic holidays taken by coach has risen from just under five to six million, whereas the Continental market has been less promising.

The European market is dominated by France and the Benelux countries, which account for 66 per cent of coach trips. The volume of coach passengers to France in 1995 was 1.4 million and included a high proportion of schoolchildren and students. In all, 25 per cent of UK visitors to France are under 24. Paris remains the favourite location, boosted by the opening of Disneyland Paris, followed by the Loire Valley and

UK market dominates and comfort is key priority

by William Golden

the Riviera. Spain and Portugal are the next most popular destinations (10 per cent), followed by Germany (nine per cent) and Austria and Italy with five per cent each.

Adverse exchange rates have hit tourism to Austria and Switzerland,

dicted to rise by 21 per cent over the next few years, faster than any other age group. Those aged 45 and over now make up 40 per cent of the UK population and, as

young people taking coach holidays in 1996. This form of travel appeals to 15 per cent of the 15-24 age group on the grounds of economy, rather than sociable group travel. Also, this group, together with the over-fifties, is prepared to put

washrooms and toilets, refreshments, no-smoking and regular stops.

As for coach safety, the extensive coverage of accidents involving coaches puts off people who have never taken coach holidays, rather than the regular core market. On the positive side, the fitting of seatbelts, engineering improvements and better braking systems are reducing the safety issue as a marketing factor that can be blamed for low penetration of coach holidays.

Shearings Holidays remains the market leader with sales of some £100 million a year, under 10 per cent of the market share. It is followed by Wallace Arnold and Cosmos, while National Express remains the main operator for scheduled long-distance journeys.

The prediction is that the classic coach holiday will still have much to offer the mature tourists. Statistics show that 44 per cent of over-65s regularly take holidays abroad and continued improvements in health and nutrition means this age group is physically and mentally equipped to take several holidays a year. Mintel also shows that the research shows that it may not be necessary to follow the obvious logic of expanding the coach market by diversifying across other age groups. Evidence shows there is still an untapped market for coach holidays within the group of people whose children are grown up and have left home.

● **Coach Holidays costs £375 and is produced by the Mintel International Group, Ltd, 18-19 Long Lane, London EC1A (HE), tel 0171 606 4533 (fax 0171 606 5932).**



FIRM bookings and a good number of positive inquiries kept operators busy on the Coach Tourism Council stand at Destinations 97, in Olympia, London, last week.

The stand is part of an initiative by the CTC to promote coach tourism

at holiday shows nationwide. The four-day consumer travel show attracted 35,000 visitors and this couple took the opportunity to see the quality of today's coaches by climbing aboard a Bova Futura provided by Moseleys in the South.

while Poland, Hungary and the Czech Republic are emerging as new destinations.

The Mintel report confirms the image of coach holidays appealing to older people. Two out of three coach holidays are taken by those over 45 and 60 per cent of them are taken by women.

Operators will be encouraged by the trend that shows this age group is pre-

they are relatively affluent and have the most leisure time, the client base for future coach holidays looks very promising.

Another encouraging trend is the number of

up with long journeys by road.

All coach holiday passengers put physical comfort as the top requirement. Consumers have become used to com-

fort in their everyday lives and expect similar standards on coaches. The lengthy periods in transit mean luxury seating and air-conditioning are preferred. Other requirements are onboard

The air apparent

AIR-COACH holidays were not included in the survey. They currently account for under 10 per cent of the market but they are likely to show good growth in the next 10 years. The air-coach alternative opens up more exotic destinations to the coach industry and it could be another way of attracting new customers, particularly those who have grown up accepting air travel as an integral part of the holiday.

▼ UK

Vintage performance at fair



Old time: the AEC Regal set fair for Wigan

AEC Regal still makes its mark 63 years on

by William Golden

VISITORS to this year's Great Days Out Fair in Wigan will be able to travel in style in an AEC Regal courtesy coach, provided by the Grand Edwardian Touring Company.

The Regal, which is thought to be the oldest certified coach still in daily use, was built in 1934 and restored over a 12-year period. Every seat but three has a table laid with white linen and pas-

sengers can enjoy tea served in china cups. In the past five years, the coach has been used on tours to Holland, the Czech Republic, Guernsey and throughout the UK.

This year's Great Days Out Fair is on Saturday 8 March and has attracted exhibitors from across the north of Eng-

land, North Wales, the Midlands and Cumbria. After London, the north west is the most popular destination for day visits so the fair is an ideal opportunity for operators to learn about new group deals and initiatives.

Gates open at 10am at the International Community Centre, Wigan. More details from David Hinchon, at the North West Tourist Board, on 01942 821222.

▼ UK

THE Northern Ireland Tourist Board is targeting coach operators and launching a new group organisers' manual at British Travel Trade Fair '97. Developing products for the group market is a main aim for the board, which is working closely with hotel companies.

New hotels are being built by Jurys Hotel Group, Stakis and Hilton International, which all have stands at the exhibition.

The Jurys Belfast Inn, which is scheduled to open beside the opera house in Belfast in April, will be the province's largest hotel. The £9.1 million three-star property will have 190 rooms.

The first Stakis hotel in Northern Ireland will have 130 bedrooms, extensive conference facilities, an 18-hole golf course and a

Building for future

health and leisure club. The £16.3 million property will be set in 22 acres of parkland in Templepatrick, about 15 minutes' drive from Belfast. The Stakis and the city centre Hilton Belfast are due to open by Summer 1998.

Belfast City Council will have details of the £30 million Waterfront Conference and Concert Hall, which opened in January.

The Irish Tourist Board will have a stand for the first time. It will be in the Northern Ireland section, thereby enabling operators to



discuss tour itineraries covering both sides of the border.

Coach travel to Northern Ireland will be easier from this Summer, when Norse Irish Ferries puts the first of two superferries on its Liverpool to Belfast route. Marketing executive Claire Martin said: "With extra capacity on these new ships, we are keen to talk to coach and tour operators wanting to develop tours into the country."

Stena Line is promoting sailings to Ireland, including the trans-

fer of its largest ship, the 1,500-passenger Konigen Beatrix, to the Fishguard-Rosslare route from August.

Ireland specialist Action Tours is launching Celtic Connection packages, combining North Wales and Ireland, while Belleek Pottery will have details of its £2.9 million expansion and visitor centre upgrade.

British Travel Trade Fair '97 takes place on Wednesday and Thursday, 19 and 20 March in Hall 9 at the NEC, Birmingham. It is organised by Reed Exhibition Companies on behalf of the English, Northern Ireland, Scottish and Wales Tourist Boards and the British Tourist Authority.

Free tickets are obtainable by calling the ticket hotline on 01926 435843 (fax 01926 451963).

Eurowatch

WEATHER

City	Average temperature last week	City	Average temperature last week
Amsterdam	6C/43F	Madrid	11C/52F
Athens	15C/59F	Oslo	1F/34F
Berlin	4C/39F	Paris	8C/46F
Brussels	7C/45F	Rome	12C/54F
Dublin	11C/52F	Stockholm	2C/36F
Lisbon	11C/52F	Vienna	5C/41F
Luxembourg	1C/34F	Zurich	4/39F

DIESEL PRICES

Country	Diesel price per litre in Sterling	Country	Diesel price per litre in Sterling
Austria	0.56	Luxembourg	0.43
Belgium	0.56	Netherlands	0.55
Eire	0.54	Norway	0.72
France	0.52	Portugal	0.46
Germany	0.50	Spain	0.48
Greece	0.42	Sweden	0.65
Italy	0.61	Switzerland	0.64

(Courtesy AA Roadwatch)

HOLIDAY POUND

Country	Currency exchange rate	Country	Currency exchange rate
Austria	18.50 Sch/£	Italy	2,613 Lire/£
Belgium	54.20 BFr/£	Netherlands	2.95 Gld/£
Denmark	10.06 K/£	Norway	10.32 Nkr/£
Eire	0.99 Punt/£	Portugal	264 Es/£
France	8.86 F/£	Spain	222 Pta/£
Germany	2.63 DM/£	Sweden	11.95 SKr/£
Greece	416 D/£	Switzerland	2.26 SFr/£

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NEW STOCK 1992 VOLVO B10M MKIII VAN HOOL ALIZEE
49 reclining seats, ZF 6 speed S690 manual gearbox, ABS braking system, air suspension, brown moquette, courier seat, air opened front left hand plug entrance door, 1/2 rear emergency exit door to right hand side, centre continental exit door to right hand side, split front screen, double glazed side bays with blinds/rear curtains, radio/PA system, centre mounted toilet, centre servery, centre crew compartment, toilet demountable, MoT 3.12.97



NEW STOCK 1995 SCANIA K113 IRIZAR CENTURY
49 seats, air conditioning, comfort shift, gearbox, rear continental door, livery white, double glazed, drivers bunk, Telma, rear sunken toilet, TV/video unit, drinks fridge

NEW STOCK 1995 SCANIA K113 VAN HOOL ALIZEE
49/53 seats, manual gearbox, livery white, double glazed, centre continental door, Telma plug power door, centre sunken toilet, radio/PA system, TV/video 2 monitors, drinks fridge, MoT 02.04.97

1994 (M) VOLVO B12B JONCKHEERE MONACO
71 seats + crew seat, air conditioning, toilet, servery, Telma, video/TV/radio P/A cassette, double glazed, alloy wheels, (lap type) seat belts

NEW STOCK 1991 (H) VOLVO B10M MKIII VAN HOOL ALIZEE
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NEW STOCK 1990 DAF SB2300 VAN HOOL ALIZEE
51 reclining seats, ZF 6 speed Splitter gearbox, seat belts, centre continental door, toilet, servery unit, double glazed, curtains, TV/video, radio/PA system, interior brown/orange, livery white, MoT 28.06.97

NEW STOCK 1990 (PP) VOLVO B10M MKIII VAN HOOL ALIZEE
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NEW STOCK 1989 (PP) MAN 16-290 HOOL JONCKHEERE DEAUVILLE
49 seats + crew seat, centre sunken toilet, servery, fridge, continental door, Telma, radio, P/A cassette, TV, video, double glazed

53 seats, 1 crew seat, livery white, maroon/black, double glazed, rear continental door, drivers bunk, toilet, radio/cassette, interior, brown/orange trim, orange floor

1983 (PP) MAN VAN HOOL ASTRON
57 reclining seats, new Graffiti moquette, twin deck videos, hot drinks machine, fridge, toilet, 3 drivers bunks

NEW STOCK 1988 DENNIS JAVELIN DUPLÉ 320
(CHOICE OF 3 F & G) 53 reclining seats, 6 speed ZF manual gearbox, brown moquette, power door

1988 (PP) DAF LAG PANORAMIC
49 recliner seats, 6 speed manual gearbox, livery two tone blue/white, centre continental door, double glazed, drivers bunk, Telma, auxiliary heater, toilet, radio/cassette, drinks unit, fridge, curtains

NEW STOCK 1984 (PP) LEYLAND PLAXTON TIGER 3200
48 reclining seats, semi-automatic gearbox, power door, toilet, radio/PA system, TV drinks, servery, white livery, MoT 17.01.98

NEW STOCK 1990 (G) LEYLAND PLAXTON TIGER 3200
50 reclining seat, 6 speed ZF gearbox, double glazed, power door, toilet, radio/PA system, drinks servery, white livery, MoT 16.12.97

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▼ Maintenance

Suspension upheld

NORFOLK coach operator H Semmence & Co Ltd has lost its appeal against the suspension of five vehicles from its licence for a fortnight.

In dismissing the company's appeal, the Transport Tribunal said that the background was that a vehicle examiner had carried out an investigation after a newspaper carried a report in 1994 of an untoward incident involving one of the company's vehicles which was carrying schoolchildren. As a result a number of prohibitions and defect notices were issued and the company was sent a warning letter, stating that while no action was being taken, the details would be left on file.

It was frankly admitted that the initial request for drivers to be more vigilant had not met with a satisfactory response and subsequent action had been taken to overcome the problem

The company was called before Eastern Traffic Commissioner, Brigadier Compton Boyd in June 1996 following the issue of a further 14 prohibition notices, the last of which were three delayed prohibitions issued in November 1995.

The vehicle examiner had again visited the company on 30 April 1996. He had been impressed by the lack of maintenance related defects. A system of driver nil defect reporting had been introduced and things were now satisfactory.

In their grounds of appeal, the company claimed that the Commissioner had wrongly taken account of the 1994 newspaper report, and that he had been wrong to accept the evidence of the vehicle examiner that there had been seven immediate prohibitions, eight delayed prohibitions and 19 defects notices

totalling 54 items since August 1994.

The Tribunal said that the Commissioner would have been wrong to take the newspaper report into account but it did not appear that he had done so. The vehicle examiner had been very anxious to get it into consideration, while the Commissioner had done his best to keep it out. They saw no reason to suspect that the Commissioner allowed himself to be improperly influenced by the report.

The Commissioner could take into account the nature of a defect leading to a prohibition and any inference to be drawn from its imposition and from the absence of any challenge, said the Tribunal. He could also take account of any defect notices issued.

The content of the defect notices was not given in any detail at the public inquiry, and the Commissioner had indicated that he might regard the number of defect notices as significant, but would not attach much weight to the content of any defect notice.

Though a report from a consultant suggested that some of the prohibitions were not warranted, it was frankly admitted that the initial request for drivers to be more vigilant had not met with a satisfactory response and subsequent action had been taken to overcome the problem.

Semmence complained that the Commissioner had failed to take account of the consultant's evidence that many of the prohibitions were unjustified. It seemed to the Tribunal that he understandably took the view that in the light of the admissions made it was not necessary to go into any detail.

The Commissioner found that despite the warning letter, drivers had not been reporting defects promptly. It was reasonable for any Commissioner to expect an operator to act promptly and effectively on the receipt of a warning letter, particularly when road safety issues were involved. The company had failed to do so.

▼ Licence

Police set speeding

by Michael Jewell

SPEEDING buses led to the FirstBus subsidiary Yorkshire Rider Ltd, and five of the drivers concerned, appearing at a Leeds disciplinary inquiry before the North Eastern Deputy Traffic Commissioner Brian Horner.

The Deputy Commissioner was considering taking action against the operator's licence held by the company, trading as Leeds City Link, of Kirkstall Road, Leeds, which authorises 1,250 vehicles, and the PCV driving licences of the drivers concerned.

Mr Horner said that all PCV drivers were professionals: he expected them to drive with professionalism and to abide by the law. On the whole the passenger transport industry had a good record but there were those who let the side down.

He was dealing with cases of speeding in a built up area, where there were pedestrians and other motorists, and safety had been put in jeopardy. Coaches or buses in the wrong hands could be lethal and, if they were driven at illegal speeds, the danger was even greater.

The drivers concerned had not only put their PCV driving licences at risk but also their employer's operator's licence. Though in some cases drivers had only been 3 mph or 4 mph over the limit, it was still a serious matter.

Pc Adrian Elwood, of West Yorkshire Police, said that on 31 October, 1996, he had carried out a radar speed check on Otley Road, Leeds. Five Yorkshire Rider drivers had been checked, driving at speeds of up to 38 mph. Three of the drivers concerned, Tom Booker, Christopher Money and Christopher Bird, each had their PCV driving licences suspended for a day.

Yorkshire Rider



Put in jeopardy: O-licence of

A fourth Yorkshire Rider driver, William Stevenson escaped without any disciplinary action being taken after the Deputy Commissioner was told that a subsequent check on the speedometer of his bus showed that though it had been travelling at 37 mph, the speedometer would have been showing 31.5 mph. A fifth Yorkshire Rider driver is to appear before the Deputy Commissioner at a future date.

Geoffrey Bolton, a driver employed by Keighley & District Travel Ltd, who was found to be travelling at 46 mph during the same check, also had his PCV driving licence suspended for a day.

In reply to Stephen Kirkbright, for Yorkshire Rider, Pc Elwood said that the check had lasted for an hour and a half, and every bus that passed was checked.

Ray O'Toole, managing director of Leeds City Link and

trap for drivers

escapes action



1,250-vehicle Leeds City Link

divisional director of Yorkshire Rider, said that the company was very upset and concerned about what had happened. He was not aware that there had been any problems over speeding drivers over the past few years.

An examination of the complaints from the public received at the Kirkstall depot in the last 12 months showed that there had not been one about speeding. Timing tests had shown average speeds on the company's routes were well under 20 mph, and in some cases under 10 mph, so there was no pressure to exceed speed limits.

The company's drivers were paid an hourly rate, without any bonus, so there was no incentive in the payment system for drivers to drive faster, said Mr O'Toole. The requirement not to speed was emphasised during driver training.

There were seven city cen-

tre inspectors and a city centre manager. On-board computers allowed the company to quickly pick up any timetabling problems that were beginning to arise. The drivers had radios and telephone cards and they were instructed to call in if they had any problems.

The driving licences held by the company's drivers were now reviewed every six months. Mr O'Toole said that following the speed check, a joint letter from the company and the trade union was sent to all City Link drivers.

When interviewed, none of the five drivers disputed that they had been speeding. Mr Booker and Mr Money had been formally disciplined for speeding and failing to report to the company the fact that they had been stopped.

Mr Bird had left the company and action was being considered against Mr Rennison, who was currently away on jury service. The company had purchased its own radar gun and the city centre manager had been trained in its use, said Mr O'Toole. The company would now be carrying out its own random speed checks on a weekly basis.

Mr Horner said that he wished to put down a marker not only to Yorkshire Rider and its staff, but to other operators in the North Eastern Traffic Area, that this sort of indiscipline would not be tolerated, and that if there was any recurrence, much more serious action would be taken.

Taking no action against the company's licence, Mr Horner said that while the individual cases were not the most serious, nevertheless the drivers had been breaking the law and they could have put the safety of pedestrians and other road users in jeopardy.

He applauded the company over the way in which it had reacted and he did not think that it could have done any more.



O-licence suspended for one week at busy time of year

▼ Drivers' Hours

Silver Choice loses appeal



THE Transport Tribunal has rejected an appeal by

East Kilbride based David Gardner against the suspension, by the Scottish Traffic Commissioner Michael Betts, of his entire licence for a period of one week.

Mr Gardner, who trades as Silver Choice Coaches, of 1 Milton Road, College Milton North Industrial Estate, East Kilbride, holds a licence authorising the operation of 20 vehicles.

The Tribunal said that Mr Gardner had held a licence since 1987, operating Continental tours, day excursions and private hire. He had been called before the Commissioner in September 1994 after a check on his tachograph records had revealed that a driver had driven for 15 or more minutes at an average speed exceeding 70 mph. The Commissioner decided to take no action other than to issue a formal warning.

A further check on Mr Gardner's tachograph records in October 1995 disclosed eight offences of failing to produce record sheets, 55 drivers' hours offences, 19 speeding offences and two false records offences. As a consequence, Mr Gardner was again called before the Commissioner in June 1996.

Mr Gardner had given certain assurances to the Commissioner in September 1994. In particular, he had said that the tachograph charts would be analysed by an employee using a computer programme. It transpired that the employee was not competent and no computer programme could be found. A new employee, assisted

by a computer programme, was in place at the time of the public inquiry.

The substance of the matters discovered during the check on his tachograph records was not disputed by Mr Gardner.

The Commissioner concluded that it would be inappropriate to hold that Mr Gardner had lost his good reputation or revoke the licence, but that a short period of suspension was appropriate in view of Mr Gardner's repeated failure

A further check on Mr Gardner's tachograph records in October 1995 disclosed eight offences of failing to produce record sheets, 55 drivers' hours offences, 19 speeding offences and two false records offences

to ensure that the undertakings he had given were fulfilled.

Before the Tribunal, it was argued that the Commissioner had misdirected himself in law and on the evidence, having taken into account matters he ought not to have done and failed to take accounts of matters he ought to have done. It was suggested that the conduct of the proceedings had breached the laws of natural justice in that the traffic examiner had been biased against Mr Gardner and he had not been given the right to be heard.

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Q With reference to your answer to a question (CBW, 18 January) regarding driving hours on mixed duties, I believe that a driver working under domestic regulations Monday to Friday can do EU work on alternate weekends, or less frequently if desired, but not on two consecutive weekends. This is possible because the EU rest period, if it begins in one week and finishes in another, can count as the rest period for either week (but not both).

Consequently, if a driver works Monday to Friday on domestic work and then has weekly rest on Saturday and Sunday which extends into the Monday of the second week until the time when starts his spell of Monday to Friday on domestic work; this can count as the EU rest for the second week. This then allows the driver to do two days EU work on the Saturday and Sunday of that second week because he has had an EU weekly rest in that week. If this cycle is then repeated the necessary one day of rest in 14 required for domestic work is met and the gap between weekly rest will be no more than the 12 days maximum required by the EU regulations.

Is this not so?

JN, Lancashire

a That is absolutely correct. The question to which you referred asked about a driver doing an occasional private hire and I was perhaps being unduly cautious at the prospect of EU work being done on a random basis. The work pattern you have illustrated must, as you indicate, be worked on a two weekly cycle. This means that using drivers thus employed on EU work may need pre-planning to make sure that the cycle is in the right sequence for the busy weekends when you need these drivers to do EU work. If there are several drivers thus employed it might make good sense to have half on one cycle and half on the other. This would ensure that there were always some available for weekend EU work.

Do not forget, though, that it is absolutely essential that any EU work is completed before midnight on the Sunday. If it extends into Monday it would be necessary for the driver to have an EU weekly rest in that week too. This would, of course, be OK if you wanted to reverse the cycle, but otherwise a considerable nuisance.

Q A tour operator for whom I work is refusing to pay me for the hire of a coach for a continental mini-break and also seeks compensation from me as he has re-imbursed passengers the whole cost of the tour because of what he claims to be my unreasonable conduct. All I did was attempt to enforce the rules printed on the passenger itinerary that there would be no smoking or drinking on the coach. I also refused to let the passengers play



Questions



Answers

tapes at an unacceptably high volume. The group leader and the passengers were taking the line: 'We've hired this coach and we will do what we like on it'. The whole thing was chaos, with the coach full of cigarette butts and the floor awash with spilled alcohol. There was evidence of the use of illegal substances too. I got no support at all from the tour company's representative at the destination. Accordingly I refused to bring the group back to England. Where do I stand on this?

SN, Oxfordshire

a I cannot give you an authoritative answer on the strength of the information you have supplied. Without doubt you need to take professional legal advice. Do supply your lawyer with all written evidence to show how and when the contract for the carriage of these passengers was formed and its terms and conditions.

Should it not be resolved by negotiation, the outcome of any action will be determined by the evidence accepted by the Court on the contract terms and the facts as received by them from evidence. If the main (or only) rea-

son why you refused to complete the journey was because you disliked smoking and the consumption of alcohol on your coach, I fear that you might find yourself liable for damages for breach of contract. However, the amount of damages might be reduced to reflect the contribution the conduct of the passengers made to your actions - especially if it was indeed in contravention their contract with the tour operator.

You should be prepared for an even less favourable outcome if the contract and the facts do not support your actions and allegations. Furthermore, I do regard the suspicion of use of illegal substances as something of a red herring. The correct action would have been to advise/involve the Police, not terminate the contract to carry the passengers.

The law apart, I would suggest that the aim in these sort of confrontational situations must be to defuse them, not inflame them. Did what you were trying to do on the coach have the support of a significant number of passengers, i.e. were you acting to secure their comfort and enjoyment? Or were you taking the whole lot on single-handed and trying to enforce rules just because they existed? What is a tape player on a coach for if not to give the passengers what they want? If they all want 'unacceptably' high volume, why should they not have it? Had I been the driver I think I would have taken a more relaxed view about the smoking and drinking (assuming that the journey was not to a designated sporting event) - in much the same spirit as bus drivers who let aggressive drunks, who refuse to pay a fare, to travel. Sometimes it's better to turn a blind eye than risk a black one (physically or financially).

Q Is it necessary to notify the Vehicle Inspectorate when seat belts are fitted? Other operators have told me that they have fitted seat-belts immediately prior to annual testing without any written notification. If the Vehicle Inspectorate have seen and passed them before the vehicle is used, that would seem to be notification enough.

TL, North Yorkshire

a The requirement, under Section 22 of the Public Passenger Vehicle Act 1981, is to 'give notice' of any alteration (which would include seat-belt fitting) 'as soon as is practicable'. Form VTP5 is normally used for this although its use is not prescribed by legislation as mandatory. I would not like to offer an opinion on whether submitting a vehicle for test with belts fitted constituted 'giving notice'. It does seem to be straining the English language a bit. (To tell an employee that he no longer has a job when he turns up for work is not quite the same thing as giving him notice). What, in any case, is gained by not submitting a VTP5 when booking the test?



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Coach and Bus Week ending February 15 1997



Gallic link-up

A STRANGE request landed on the *CBW* diary desk shortly after we ran our first industry look-a-like photo.

It all started with our item 'Seeing Double' prompted by a press-cutting which suggested Taybus Holdings' Jack Henry could be taken for John Virgo (*CBW*, 18 January). 'Mischievous Neil Renilson', managing director of Stagecoach Scotland encouraged *CBW* to promote the comparison.

Subsequently staff at Stagecoach Western Buses Ayr depot have suggested that the same Mr Renilson plays Jim McDonald in Coronation Street in his spare time - surely not. But, when you look at the picture...



You look like Jim McDonald, so you do



Minding his Ps and Qs

WE'RE quite used to operators applying private plates to coaches and buses which are a little bid on the older side, so as to appease the whims of passengers who resent travelling in anything older than a P registered coach or bus. Capital Citybus of Dagenham however, is likely to be the first operator to actually re-register P reg buses.

The story runs as follows: In common with most other operators, Capital prefers to have matching registration and fleet numbers on its buses, to help with things like vehicle identification, fuelling and accident reports - not to mention keeping local gricers notebooks

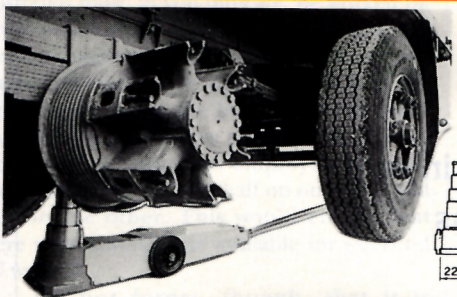
uncomplicated. The local DVLO however, decided that matching registration numbers were passé.

"No way," said the local office, when Leon Daniels' staff asked for certain matching numbers. "If you want them, go to Elite registrations at Swansea and pay a fortune for them," they said.

Undaunted, Leon went back with letters and documentation from transport ministers guaranteeing the operators' position, and argued his case.

The upshot is that the UK's first re-registered P reg vehicles will now be re-registered to match their fleet numbers - but at whose expense - we wonder?

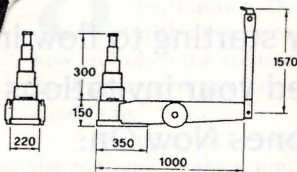
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FEBRUARY	Accessible Transport
MARCH	Alternative fuel supplement 15th - British Travel Trade Fair preview
APRIL	Passenger information / ticketing
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JUNE	GlassRepair/Replacement/Tyres
JULY	Insurance/Vehicle recovery
AUGUST	Fuels, oils and lubricants
SEPTEMBER	Accessible transport/welfare
OCTOBER	Bus and Coach '97 show issues
NOVEMBER	Refurbishment - inside
DECEMBER	Refurbishment - outside

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LETTER OF THE WEEK



In loco Marksman

From Sian Thornthwaite

I read with interest Marksman's comments (CBW, 18 January) regarding in loco parentis and whether or not this applies to home-to-school transport. I agree with Marksman's comments that this does not apply to children travelling on local bus services. However I disagree with his assumption that in loco parentis applies to contracted services provided under the Education Acts.

My understanding from the case law is that teachers have, since 1893, been held to be in loco parentis and the generally accepted practice is that teaching staff accept responsibility for pupils up to 10 minutes before the start of school in a morning.

It is also a general and approved practice for the majority of pupils to be expected to leave the school premises within 10 minutes or so of the close of school and for a member of the teaching staff to see that this is done.

However, in case of Jacques v Oxfordshire County Council it was held that, while

LEA's have a common law responsibility for the safety of children, the standard of a care deemed to be required was that of a "reasonable parent". In the case of R v Hereford & Worcestershire CC ex parte P it was stated that this implied "that the LEA is under a duty to make such arrangements as it considers necessary for a child to reach school without undue stress, strain or difficulty... just as it must be to make such arrangements as it considers necessary for him to travel in safety and in reasonable comfort"

As such, it would appear that, while children are on a contracted vehicle, as part of home-to-school transport arrangements made by the LEA under the Education Acts, the LEA must act as a "reasonable parent" - the standard being safe and reasonably comfortable transport - rather than in loco parentis.

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Keep those letters rolling in. If requested, we will publish them anonymously, but always include your full name (ie, first name and surname), address and telephone number



CORGI
CLASSICS

Letter of the week
wins a Corgi Classics
model bus

Stretch limo or a PCV?

From Anthony Hill

Why does a stretched limousine like the Lincoln Tour Car, which can carry 10 passengers, not appear to fall into the PCV regulations for the driver and the operator? There is probably a very simple explanation for this, but I seem to have missed it, or is it that those hire firms that operate them make out that they are only for eight passengers? I always understood, that, if a vehicle was equipped to carry eight or more passengers, it then came under the regulations for a small passenger vehicle, i.e. 8-16 passengers, and needed at least a restricted license to operate it and a PCV licensed driver to drive it.

It might sound ridiculous, but I can see no difference. There is also the VAT implication, as eight passengers and under has to carry a charge for VAT.

Anthony Hill
Impact Coaches
Ealing
London W13

No more unsung heroes

From Alan Sledmore

So Marksman considers drivers as unsung heroes, (CBW, 21 December 1996) and Peter

Shipp thinks EYMS is a cut above the rest. Well, I'm delighted to hear it.

However, I did not say in my letter (CBW, 23 November 1996) all large companies are bad, or all small companies for that matter.

Furthermore, if companies don't want to be associated with bad behaviour they should seek accreditation with a reputable body registered with the Eco-Management Audit Scheme EMAS to the Quality ISO9000 series and Environmental Standard ISO14001 or BS8800.

So what is this strange phenomenon which is plaguing the industry that results in not being able to recruit drivers despite huge unemployment?

Perhaps, if we study Marksman's wages survey and the recent report by Lloyds Bowmaker we might find some answers.

Could it be a reduction in average earnings, unpaid breaks, split shifts, and the abolition of weekend payments and overtime working, and pay inequality for so-called minibus drivers? All this at a time when fares have been increasing, indeed, in some cases doubling. Similarly, profit per employee has more than doubled, while operating costs in the last six years have fallen per vehicle kilometre from £1.20 to 90p.

My criticism is not directed solely at management. Regrettably, also the unions representing the coach and bus workers' achievements thus far leave much to be desired.

While other unions have been challenging questionable practice in the courts, and being successful, we have been enslaved in the "there's nothing we can do about it" philosophy.

We need to put the past behind and work out a new strategy, to improve the working environment with increased co-operation and teamwork, by recognising management and employee representatives have a joint role in creating facilities that meet business and human needs.

Many of our most experienced employees have been demoralised by some present management practice. We need to recognise there is a need to get away from hierarchical structures. Moreover, a manager's authority does not come from status, but from competence.

The most incompetent manager will usually try to make the most competent employees feel inferior and feel conflict is healthy. Therefore, employees' skills are not being utilised.

We need to encourage effective teamwork, provide a vision and communicate it, adopt joint problem solving with continuous improvements and techniques.

If we address these issues we will have all the drivers required, moreover, we won't need any more "unsung heroes".

Alan Sledmore
Health and safety co-ordinator
Lancaster and Morecambe TUC
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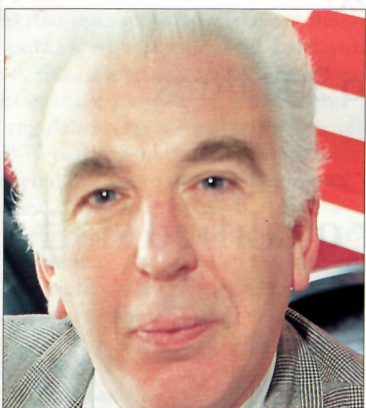
Annual coach registrations, which hovered above the 800 mark at the start of the decade, jumped up to around 1,200 in 1995 and 1996. What are the effects of this injection of activity into the marketplace?

Mark Williams investigates



‘There is always a balance to maintain between news sales and used stock, and it is difficult to get it absolutely right’

Bill Russell



‘I’m not unduly concerned, myself, because I’ve not been prepared to sanction deals purely for volume of new sales’

Stuart Johnson

IF you are in the market for a late secondhand coach, there may not be a better time to buy than this year. It's no secret among operators and dealers that stock of coaches from a year to three years old has been building up steadily, buoyed up by sales of new vehicles. The coaches are not just in dealers' yards - they are also surfacing in operators' fleets.

It all adds up to the widest choice of quality secondhand coaches seen in the last five years, and a range of financing packages to buy them. So what's the snag? If the worst fears come true, the down side may possibly be reduced residual values. What's generally accepted is a shrinking market for new coaches in the coming two years.

A number of factors have brought the situation about. In the first place, the vast majority of new vehicle deals are heavily based on trade-in. In an effort to sustain market share and the market itself, manufacturers' agents have been keen to offer top prices for late used coaches, and with the additional attractions of hardened prices, and imaginative finance, the late used vehicles have been left standing in the yard.

According to Yeates and Bill Russell, the problem isn't acute... and isn't new: "If we look back, the market for used has always had a see-saw effect," he told *CBW*.

"There is always a balance to maintain between news sales and used stock, and it is difficult to get it absolutely right."

That's not necessarily a view shared by other dealers, especially those who enjoy relative independence from manufacturer influence. Stuart Johnson sank his own money into SJ Carlton, and says the caution with which he has treated the situation has resulted in his used stock and its age profile being satisfactory.

"On a much larger scale, there is a parallel within the car industry. Over the years, the major car manufacturers have pushed new sales at the expense of used, and it is usually the dealer that takes the consequences," said Mr Johnson.

"The coach market has only just recovered from a serious recession, with a similar situation to reflect on in the late '80s. Now, five or six years down the line, it has turned full circle. I'm not unduly concerned, myself, because I've not been pre-



Smaller operators may hold the whip hand and the

It's a time to

pared to sanction deals purely for volume of new sales.

"That's not to say I'm not in the market for used trade-in but vehicles over four years old interest me the most. It is becoming apparent that sales of new will slump until the backlog of near-new vehicles is cleared."



is is where Scania is concentrating its sales efforts

good to buy

Another independent dealer, AW Group of Leicestershire, says the writing was on the wall in autumn: "We made a decision to limit secondhand intake of near-new vehicles then, despite the apparent residual value," said Alan Wilson, sales and marketing director. Mr Wilson

believes the sales effort for secondhand may undermine sales of new. And he doesn't underestimate the power of operators to get the best deal. "The end users are intelligent people," he reminds fellow dealers.

Evobus's UK Setra sales outlet in Lincoln sports 40 secondhand vehicles, and all, according to md Jim Shuttleworth, are the result of part-exchange for new sales during 1997: "We have 36 signed orders, and the opportunity for more.

"We have been concerned at the growing number of secondhand vehicles coming on to the market, particularly late used coaches. In this sense, I have been glad we have been outbid by other dealers during 1996.

"If operators fall into the trap of storing up problems, the fleet will go downhill. As far as our books go, we have written down secondhand upon taking them in, so we have swallowed the bitter pill now."

But one major fleet buyer says that, despite having to spread orders among manufacturers, the deals they've done for 1997 stick to their long-term policy of fleet replacement. WA's operations director Stephen Barber says there is no option to switch to a policy of holding on to old vehicles or buying secondhand: "If that happens, you'll be asking to speak to another operations director," said Mr Barber.

"I can only speak from experience and tell you that our deals have been negotiated for 1997 to our satisfaction. From our point of view, it's important to buy the vehicles that the market wants, because we will have to dispose of them eventually.

"We buy nothing brash and fancy, which explains our choice of coach. But I agree with dealers that it's a tricky equation. Six or seven years ago, I had air-conditioned vehicles I couldn't sell, or certainly for no more than a standard coach. Now, everybody wants them."

The 'average' UK operator - if there is such a thing - is the buyer for the late used vehicle, as Mr Barber found with his air-conditioned coaches. According to Scania Bus & Coach md Don Macintosh, the operator of between one and 40 vehicles may hold the whip hand in determining what happens next, and his efforts to sell new Scania coaches have been carefully targeted here.

"We are expecting the market for new, full-sized coaches to drop by 10 to 12 per cent this year. All the signs suggest this," he told CBW. "But the number of used vehicles available has to go somewhere this year, and those smaller operators are where we have concentrated our effort."

The forecast seems to suggest a situation where dealers and major manufacturers bite the bullet this year, and may even extend delivery times for new coaches to stimulate interest in quality secondhand. That's unlikely to result in plummeting residuals, which would be as big a disaster for operators as dealers, but may well spur all the salesmen - including the financiers - to tack on imaginative extras. Like operators, the dealers would be very happy to look out on a near-empty yard every morning.



'We made a decision to limit secondhand intake of near-new vehicles then, despite the apparent residual value'

Alan Wilson



'We have been concerned at the growing number of secondhand vehicles coming on to the market, particularly late used coaches'

Jim Shuttleworth

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DEALS AND DEALERS

Stars in Turners

First Premieres have new livery

by Mike Morgan

BRISTOL-based Turners Coachways has started 1997 with two new coaches and a new image.

Director Tony Turner, who runs the family firm with daughter Cathy, has opted for a new star-based paint scheme and has introduced it to Turner's first Plaxton Premieres - two 57-seat 320-bodied Volvo B10Ms supplied by Kirkby Coach & Bus. They will be used primarily on work in the UK and on short Continental trips.

The new livery retains Turners' silver and blue colours but applied in eye-catching style. "We felt it was time for a change, time to move away from stripes," said Mr Turner. "We had the vehicles delivered in silver and added the metallic blue ourselves. I'm pleased with the result and it will be extended to the rest of the fleet as vehicles fall due for a repaint."

Turners was set up in 1966 - its first coach a two-year-old Ford Thames - and it is now one of the biggest independent operators in Avon.



DENNIS

500th Dart to Maidstone

A MILESTONE in low-floor bus deliveries was celebrated with the handover of the 500th Dennis Dart SLF. The 10.6-metre bus is one of a batch for Maidstone & District, an operating subsidiary of Cowie-owned Invictaway. It has Plaxton Pointer with 40-seat bodywork.

Pictured at the hand-over are (L-R): David Quinton (Plaxton sales and marketing



director); Roger Heard (Dennis sales director); Ian Tarran (Invictaway engineering director); and Kevin Hawkin (Invictaway commercial director).

SJ CARLTON

Anniversary livery for Blue Iris

FIFTIETH anniversary celebrations have given Bristol-based Blue Iris Coaches the perfect excuse for an updated image and eye-catching livery.

Named after the wife of former owner, Arthur Davey, Blue Iris was bought in 1988 as a five-coach, one minibus business. The Davey family wanted to concentrate on its funeral activities and hived off the coach side which is now run by working partners Tony Spiller, Phil Hatherall and Jim Knight.

The business has grown to five execs, two 57-seaters, two 18-seat Optimos and two minis.

Just after the takeover a new Ikarus/Volvo brought renewed interest from customers and the firm hopes that, having waited nine years for a second new full-size coach, it can repeat the formula with the Dennis Javelin-chassisied Neoplan Transliner GX.

Mr Spiller told *CBW* that the choice of vehicle was down to the "package and all-round deal from Carltons."



OPTARE

New engine in 0405

DESPITE impending divestment FirstBus subsidiary Midland Bluebird is increasing its stock of Mercedes-Benz citybuses with the purchase of four Optare bodied Prismas for its Bannockburn depot operations.

The Alusuisse-bodied Prismas join eight Wrights and Alexander-bodied Mercedes-Benz 0405 citybuses at Bannockburn and are primarily being used on the 14 route between Stirling, Dunfermline and Glasgow. They are the first buses with Euro 2 engines - turbocharged, electronically-controlled diesel power units.

Midland's engineering director Bill McCracken said that the company already had 10 Prismas operating out of its Livingston depot on SMT services, and had found them to be highly efficient.

"These buses notch up 100,000 miles per annum, and we are getting a very reliable nine miles per gallon from them," he said.

The four Prismas round off a 21-vehicle investment programme for 1996, which has also seen four Scania single deckers and 13 Dennis Darts delivered to the company.



PLAXTON

More Pointers in fleet

TWO batches of Plaxton Pointer-bodied Dennis Darts have entered service with Cowie Leaside in north London at Enfield and Wood Green.

The new buses replace older vehicles on an LTB tendered service and they bring to

23 the number of Pointer/Darts delivered to the company in the last six months. Sister company, South London, has put 24 into operation as Plaxton supplied 250 similar vehicles to London operators over the last 12 months.

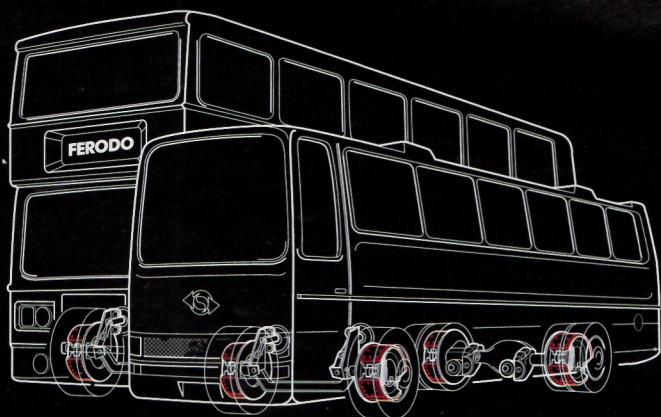


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Driving change

Clarkes Coaches uses Investors in People for change (part three) - by quality and management Consultant, Peter Everard



HAVING used the target of the Investors standard to lay initially the foundations for change at Clarkes, the company realised that, if it were to meet the basic Investors' requirements, it would be necessary to build upon these.

A key element in achieving Investors is the formulation of a written but flexible plan which sets out business goals and targets. It also has to consider how employees will contribute to achieving the plan and specifies how development needs will be met and assessed. Until this point, the directors at Clarkes had always had a clear vision of where the company was going and what it wanted to achieve but had yet to formalise this in a recognised way. So, with their management consultants ESP (the Everard Smee Partnership) acting as a catalyst and benchmarking the process for them, they produced a business plan that allowed the company not only to fulfil another of the Investors criteria, but also to crystallise its corporate through-process and present the company vision.

Now in possession of a clear and active business plan, Clarkes had to find a way of communicating the newly solidified company vision to its employees and also a way of letting them know what their contribution could be. The Clarkes Code Handbook was found to provide the ideal opportunity for this. The Training Video and Corporate Brochure also were used to reinforce the continuity of the message.

Recognising that the key aim of Investors is to ensure a consistently high standard of training within a company so that both staff and company benefit, the

A business plan presented a vision to be communicated to staff





INVESTOR IN PEOPLE



A drivers' forum has a significant effect

►►► business plan had to be seen to identify resources that would be used to meet training and development needs. It also had to make provision for regular reviews of training against business objectives and for the reviewing of the staff training itself. This led to the introduction and implementation of a training programme which encompassed a training needs chart, training analysis, and the regular production of reports.

Although Investors is not prescriptive by nature, Clarkes found that many of 'the 24 indicators' for possible change suggested by the Standard were very applicable to the company's actual needs. Each Clarkes employee now has a personal training and development programme which is reviewed regularly by immediate superiors and the director of training and development. As is the case with all elements of Investors, it is vitally important that the employee has the opportunity to provide upwards feed-back. At each review, the employee is given a self-appraisal form and this is used as the basis for identifying future training and development needs and desires. Ideally working in tandem with the personnel policy, the line managers can draw up a competence matrix so mutually beneficial training areas can be highlighted.

Clarkes has chosen to implement its training in three broadly differing ways depending on the type of training the individual requires. It can be administered through a mentoring process where a superior provides on-the-job tuition if the need is general experience building. Internal training courses are organised if a specific area of knowledge needs to be covered; it can be provided by Clarkes itself, or if the training is more specialist, an external supplier may be brought in. The

external training is sponsored by the Training and Enterprise Council. All formal training is preceded by a pre-course briefing and followed by a post-course briefing and is evaluated to ensure maximum benefit is gained.

Before Investors, there had been no formalised career path planning at Clarkes, but this was evidently a need to achieve both the standard and improve on the efficiency of the company. Procedures which follow an employee throughout their time at Clarkes are now working successfully. Every element of an employee's role is clearly defined and documented starting with procedures for the recruitment and selection process, induction and probation, through to job descriptions and effectiveness reviews.

Underpinning the Investors standard is the requirement of 'open channels of communication'. Clarkes had an 'open-door' policy for internal feedback and made use of a staff notice-board, but there were no formal methods of communication. The Investors guidelines of 'communicate', 'act upon', and 'follow up' spurred the company to introduce regular, structured company meetings, complete with agendas, minutes, actions, and reports. This has improved communication dramatically because people know what their role is, in turn making them own their responsibilities, which empowers them to make decisions and be accountable for their actions.

The introduction of a monthly drivers' forum to give drivers the chance to air their views and areas for improvement has also had a significant effect. The cultural change at Clarkes is evident in that everybody is aware of and share in the company vision.

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67743/CM

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67978/CM

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E-type seats, MoT July '97.

1985 LEYLAND PLAXTON 3500.
49 Vogel seats, rear toilet,
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1987 DAF SB PLAXTON 3200
Mk III. 57 seats, MoT August '97.

PART EXCHANGE

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18 seats + large boot.

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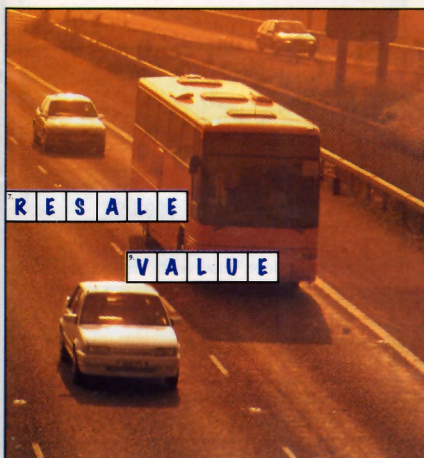
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All Jubilee vehicles are finished to the very highest standards in the UK today. We have never built mundane vehicles and our quality is unsurpassed.



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Our range of modern service buses and Dial a Ride buses encompass many new DpTAC features offering modern, easy to operate units at affordable prices.



AMBULANCE RANGE.

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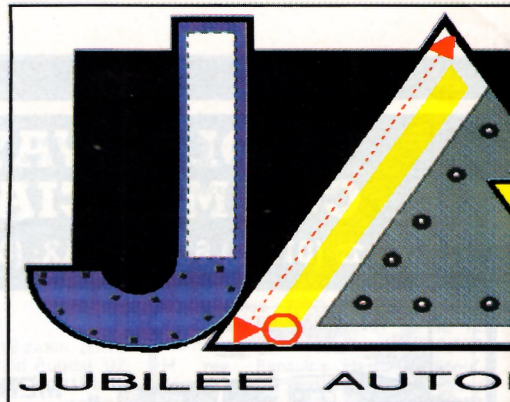


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N FORD TRANSIT Diesel Hi Tops. Choice of seating options and specifications. Please call for details.

M LDV Hi Top Luxury 16 Seater Mini Coach. New hi spec Jubilee conversion. Front entry, low entry steps, luggage racks, heater, COIF. Choice from **£15,995.**

M LDV Hi Top Diesels. Choice of 3 with M2 seat belts, head rests, lux cloth trim. Low recorded mileages. Ready now from just **£13,995 or £66 per week.**

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* Luxury cloth trim. Choice of 4 super buses including full lap/diag seat belt, M2 seating etc. Unbeatable value from just **£12,995.**

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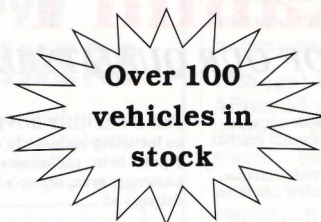
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Over the years, Jubilee have produced some of the finest Executive Midi Coaches on the road today. Attention to detail, superb design, features and stylish good looks afford our customers the privilege of standing out from the crowds in a competitive market place.

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P IVECO FORD 49-10 TD, Executive Pullman 19 seater. IN STOCK NOW. This superb midi coach is beyond compare. It has the lot. **£35,995 or just £178 per week**

P RENAULT MESSENGER B110 TD, 18 seater midi bus and midi coach range. Extra rugged construction. Choice of specifications from **£28,995 or just £139 per week**

P MERCEDES BENZ 611 TD luxury 19 seater midi coach. Full sized M3 coach seats. Options for plug door, skirts, air con, TV, from **£37,995 or just £187 per week**

P MERCEDES BENZ 711 TD, Super luxury 24 seater with rear boot. This is simply the best executive midi coach in the UK. All options. **From £44,995 + VAT**

P SERVICE BUSES AND STAGE CARRIER. Jubilee cover a full range of Mercedes and Iveco Ford vehicles. Please give us a call with your requirements. **IF IT'S QUALITY, DURABILITY AND STYLE YOU WANT - IT HAS TO BE JUBILEE!**

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SO WHY NOT COME ALONG AND SEE US ... YOU'LL BE GLAD YOU MADE THE EFFORT!

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M LDV 400 D AX-S, M2 seating/belts. Lux trim. New conversion. PLS under floor chair lift. Low entry steps. Choice from **£20,995 or just £110 per week**

M FORD TRANSIT Diesel 8 seaters with wheelchair tracking. Choice of specs and layouts including M2 seats/belts, etc. From **£11,995 or just £65 per week**

* **F MERCEDES 308d**, LWB, hi-tops, underslung chair-lifts, choice of 3, from just **£6,995 or £46 p/w**

* **MERCEDES 408d**, LWB, hi-top, front entry, underbody chairlift, choice, from just **£7,995**
* **P JUBILEE** are the leading UK manufacturers of wheelchair accessible vehicles. Our range of AX-S and Liberty Buses is huge. Please call us with your requirements.

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STAR BUY ... VAT qualifying vehicle ...

N Galaxy 2.0 GLX, 4000 miles only. Fully loaded. A chance to reclaim the VAT on a nearly new vehicle. **Only £14,995 + VAT**

M VW CARAVELLE 2.4 D SLX, 7 seater in immaculate condition, c/locking, pas, elec windows etc. Choice of 2. **£13,995**

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L ESPACE 3.0 RXE, 7 seater lux people carrier, pas, elec windows, c/locking, twin sunroofs, superb condition, only 47,000 recorded miles. **£11,495**

N ESPACE 2.0 RXE, This luxury people carrier is in immaculate condition, all extras as above, fsh. **Just £11,495**

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Either 16 passengers with a huge boot or 19 passengers and a small boot. This superb value for money range of luxury mini coaches is unbeatable.

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Over 40 safety features including: Full roll over cage, twin impact bars, crash tested seats and belts, USA safety spec, fire systems etc, etc.



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From 12 to 24 passengers with options for plug door, crash tested seating and belts, TV, video, air con, PA systems. Luxurious and stylish.



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This superb vehicle accommodates up to 19 passengers or 16 with an enormous boot. It is also ideal for wheelchair access carrying up to 10 wheelchairs.



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If you demand quality but insist on economy our Conveyor range is for you. Designed to offer stylish simplicity. The ideal bus for local contracts.



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Our superb 14-16 seater mini coaches are seen everywhere in the UK. These are the vehicles which set you aside from the pack. True quality and luxury.

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1991 J MERCEDES 811D Reeve Burgess Beaver, 31/33 seat buses, fast-flow wide entrance, attractive grey chevron moquette, 7 standees, Diptac features, power steering, automatic gearbox, first class condition, good choice.

1990 H MERCEDES 811D Reeve Burgess Beaver, 29/31 seat buses, fast-flow wide entrance, 7 standees, red moquette, Diptac features, power steering, automatic gearbox, first class condition, one only.

1990 G MERCEDES 709D Reeve Burgess Beaver, accessible bus, up to 20 seats + 2 wheel-chairs, rear mounted hide-away chair-lift, power steering, power door, versatile vehicle, one only.

1990/1 G/H IVECO 49.10 "New Generation" TurboDaily, Phoenix Mark II bodywork, 5 speed manual, power steering, 23 or 25 seats, power doors, luggage pen, Diptac handrails and bell pushes, Purmo saloon heating, just three left, outstanding condition and value from

.....**£10,495 to £12,495 each**

1989 F MERCEDES 609D Reeve Burgess, 20 seat bus, power steering, manual gearbox, 6 standees, Diptac rails, saloon heating, beige/orange interior, price includes full preparation and respray in your livery.....**£11,495**

1990 G FREIGHT ROVER, 20 seat bus, Carlyle Mark II bodywork, Isuzu 2.8 litre diesel engine, 5 speed gearbox, red/grey interior, power doors, excellent performance and value at**£5,995**

1989/90 F/G IVECO 49.10 TurboDaily, Robin Hood/Phoenix/Carlyle bodywork, 5 speed manual, power steering, 23 or 25 seats, power doors, luggage pen, some with full reconditioned engines carrying 12 months unlimited mileage warranty, good selection of these popular buses from

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1988/9 E/F/G RENAULT S56 Mark II, Northern Counties 25 seat buses, automatic gearboxes, choice of red/beige/brown, power steering, disc brakes, some with Diptac features, several available from

.....**£4,995 to £6,495**

1988 E RENAULT S56, Northern Counties 27/29 seat buses, automatic gearboxes, attractive grey/red/blue interiors, power steering, luggage pens, very tidy vehicles.....**£4,995 each**

1988 E IVECO 49.10 TurboDaily, Robin Hood bodywork, 5 speed manual, 23 or 25 seats, power doors, luggage pens, limited choice, price includes all usual preparation plus a fully reconditioned engine with 12 months unlimited mileage warranty, just

.....**£6,495 each**

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1987 E DODGE S46, 25 seat bus, Dormobile Routemaker 25 seat bodywork, manual gear-box, Perkins 4 cylinder naturally aspirated engine, power steering, MoT's, resprayed white and available for immediate delivery, last one of this batch at just

.....**£5,295**

IMMEDIATE DELIVERY

1988 E FREIGHT ROVER, 16 seat coach, Carlyle Mark II bodywork, fully refurbished by us including underbody overhaul, respray in brilliant white, retrimmed coach seats with 2-point belts, radio/cassette, large rear luggage pens separated by full-height dividers from passenger area, driver's locker, centre gangway carpet, recertified, one only for immediate delivery at

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1987/8 E FREIGHT ROVER SHERPA 20 seat buses, 5 speed manual gearboxes, 20 seats, power doors, choice of interiors, excellent value, limited choice at.....**£3,495 each**

1987 D MCW METRORIDER MF150/3 MIDIBUSES, 23 seats, Diptac handrails, Perkins 6 litre/Allison 4 speed gearbox, power steering, power door, attractive red patterned moquette seating, full soft trim interior, extra ventilators, saloon heating, very good specification. Choice of six

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1987 E RENAULT TRAFFIC ACCESSIBLE BUS, petrol engine, wheelchair ramps and tracking, long MoT, ideal spare or contract bus at just.....**£1,495 + VAT**

1987 D DODGE S56, 23/25 seater bus, Reeve Burgess bodywork, MoT May, 5 speed manual gearbox, power steering, Phaser engine, drives beautifully, resprayed in brilliant white, trade-in bargain at just.....**£2,995**

1983 V MERCEDES 508D, 19 seat coach, Devon conversion, brown/tan interior, luggage racks, large luggage boot area, long MoT, price includes our usual package plus respray and lower body repanel.....**£3,995 or large reduction "if sold as seen"**

1979 V BEDFORD PIK DUPE DOMINANT, 29 seat coach, MoT October 1997, brown stripe interior, requires some exterior bodywork, but available at the bargain price of.....**£2,295**

1985 B IVECO 79.10 MINIBUS TRANSPORTER AND RECOVERY TRUCK, reconditioned winch, extra ramps, mechanically very good, tidy condition, MoT 5/97 but will re-rest.....**£3,995**

1997 PP BRISTOL LHS PLAXTON SUPREME, 30 retrimmed Plaxton Relaxa reclining seats with armrests, soft rim to centre roof, power door, gangway carpet, Supreme IV front, seat belts, refurbished by us in 1996, unique vehicle at just.....**£5,995**

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66559/MM



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1993 (L) MERCEDES 814 Plaxton Beaver Coach Spec

1990 (H) TOYOTA OPTIMO, 21 seats, luxury, tv, etc, choice.

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1989 (pp) MERCEDES 814, extended van conversion, 26 seats, power door

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1990 NEOPLAN SKYLINER
79 seats, saloon toilet, water boiler, fridge, R&PA, Mercedes V10 auto, choice of 2

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68001/NE

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Long MoT & tax, Y reg, V10 Mercedes manual, new shape front
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£77,500

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53/57 reclining seats with belts,
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SCANIA K92 EAST LANCS BUS. 1987.
 55 seats with 22 standees. £18,000.
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Service bus, Robin Hood bodywork, 20
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 lent condition



1988 MCW METRORIDER

23 seats with luggage pen, power door,
 power steering, choice of 2, good MoT.



1987 MERCEDES 608D

Reeve Burgess bodywork, 20 seats +
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1988 (pp) B10M Mk2, Van Hool
 Alizee, 53 recliners + crew, brown
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 glazed, radio/PA, choice of 2
£63,950

1989 (G) B10M Mk3, Paramount
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1989 (F) B10M Mk3, Paramount
 3200, 53 (certified 57), grey interi-
 or, radio/PA, ZF auto.....£58,950

1986 (pp) B10M Mk2, Paramount
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 choice of 2.....£37,950

1982 (pp) B58, Jonckheere
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◆ 1994 Choice of 2 Volvo B10M/Jonckheere, 49 recliners, rear mounted toilet, water boiler,
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◆ 1993 Choice of 2 MAN/Jonckheere - 51 reclining seats, toilet, water boiler, fridge, Telma,
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◆ 1992 Choice of 4 Mercedes OHL290/Jonckheere Deauville, 53/55 recliners, air conditioning,
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Possible part-ex Mini/Midi coach
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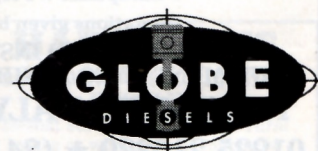
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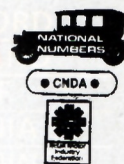
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66406/VEH

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66434/VEH

Coach and Bus Week ending 15 February 1997

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Tel: 01733 467144 Fax: 01733 467154

Lecturer in PCV Bodybuilding

Salary will be on a four point scale within the range £12,264 – £22,230 pa.

In this busy role, you'll provide hands-on training, teach theory on our national apprentice training scheme and take responsibility for updating, multi-skilling and assessing bus company staff.

With this in mind, it is essential that you have wide-ranging experience, suitable qualifications, good communication skills – and enjoy working as part of a small team.

For further details and an application form, please contact: The Personnel Department, Tile Hill College, Tile Hill Lane, Coventry CV4 9SU. Telephone (01203) 293183 (Direct Line). Closing date: 28th February 1997.

66556/APP

Tile Hill College is an equal opportunity employer – and all appointments are made solely on merit.



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Your excellent knowledge of the industry will be backed by enthusiasm, self motivation and a gregarious nature. A general knowledge of pneumatics would be advantageous but not a prerequisite.

Applications are welcomed from suitable candidates in any UK location. Our client is based in England.

Interested?

Please forward a full Curriculum Vitae to:

A. Okhai, Recruitment Consultant, (ref. CBW),
Quantum Staff Consultants, 139 George Street, Edinburgh EH2 4JY

QUANTUM
STAFF CONSULTANTS

66398/APP

Are you interested in operating Home to School, Special Education Needs and Local Bus Services in the East Riding of Yorkshire?

The Council will be inviting tenders for a large number of Home to School, Special Education Needs and Local Bus Services in 1997 to commence from September 1997 onwards.

Applications are therefore invited from operators for inclusion on a standing list of contractors for Home to School and Special Education Needs services.

Application to the standing list will be by means of returning a completed questionnaire to the Council by 28th March 1997.

Existing contractors will receive questionnaires automatically and need take no further action.

If you would like to receive a questionnaire or require further information please contact:

Passenger Transport Agency,

Planning, Environment and Technical Services Directorate,

East Riding of Yorkshire Council, County Hall, Beverley, HU17 9BA

66494/TEN



EAST RIDING

OF YORKSHIRE COUNCIL

HARRIS BUS

Harris Bus operates a fleet of twenty modern buses from a depot in West Thurrock, near the Dartford river crossing. The fleet is to be expanded to operate London Transport Buses contract services following recent tender awards and a new management team is required. Applications from flexible and self motivated candidates are invited for the positions of:

ROUTE MANAGER

Responsible to the General Manager for the day to day operation, control and performance of a nominated London bus route. The successful applicant will have previous experience at depot level in a supervisory or junior management post and will be able to demonstrate a sound track record in quality based operating methods, personnel and leadership skills and the ability to control an operation of the highest standard in line with stringent financial targets. Principle duties will include recruitment, discipline and control of staff, 'on the road' service monitoring line with performance targets, revenue protection, publicity distribution and quality control. Weekend, shift and 'on call' working will be required. Salary negotiable dependent upon qualifications and previous experience.

OPERATIONS ADMINISTRATOR

Responsible for assisting the General Manager and for providing administrative support. The successful applicant will be able to demonstrate proven administrative skills and will have had, ideally, previous clerical or traffic office experience at depot level. Principle duties will include pre-allocation and detail of staff and vehicles, updating of the fares system database (previous experience of Wayfarer 3 an advantage), compilation of LTB and management returns and all other administrative tasks within a busy depot office. Early shift and some weekend working will be required. Salary range – up to £14,000 per annum dependant on experience and qualification.

Applications in own handwriting with c.v. and existing salary details should be sent to:

**Paul Cooper, Director of Operations,
HARRIS BUS COMPANY LIMITED,**

Manor Road, West Thurrock, Grays, Essex RM20 4EH

Closing date for applications – Wednesday 19th February 1997

66497/APP

Appointments & Tenders

Tel: 01733 467144 Fax: 01733 467154

PLYMOUTH CITYBUS LIMITED OPERATIONS MANAGER

Appropriate Remuneration Package

Plymouth Citybus Limited, a local authority owned company, has a vacancy for the post of Operations Manager. The Company is the major local bus operator within the City of Plymouth. Significant Coach Hire and Driving Training activities are also undertaken. The company has an annual turnover of £11m and employs 450 staff.

The company has a progressive business philosophy, having recently invested in a modern bus and coach fleet.

The Operations Manager will have a proven track record of managing a commercial local bus network, and possess the necessary professional qualifications.

The main responsibilities of the post are:

- Planning, supervising, monitoring the local bus, coach hire, driver training activities
- Budget preparation and monitoring
- Trades Union consultations
- Consultation with appropriate outside organisations
- Media liaison

66399/APP

Applicants who possess the necessary expertise and experience should send a CV, in confidence to:

Brian Fisher, MCIT
Managing Director
Plymouth Citybus Limited
Milehouse
Plymouth
DEVON
PL3 4AA

The closing date for applications is 28 February 1997.

Plymouth
Citybus

London Transport bus services

London Transport Buses will shortly be inviting tenders for the operation of the following London Transport routes:

43	Friern Barnet - London Bridge
X43	Potters Bar - London Bridge
N43	Muswell Hill - Trafalgar Square
125	Finchley - Winchmore Hill
134	North Finchley - Tottenham Court Road
N134	North Finchley - Trafalgar Square
234	Potters Bar - Muswell Hill

These routes will be tendered on the basis of net cost contracts.

The above routes form part of the current network and as part of our ongoing commitment to providing the best possible services, routes may be subject to change as part of the tendering exercise.

If you are interested and have already submitted your pre-qualification documents then you need take no further action at this stage.

However if you are interested and have not completed London Transport's pre-qualification system for bus service tendering then you must do so by 21st March 1997 in order to receive invitations to tender for the above routes.

Pre-qualification documents are available by writing to:

Mr T Wynne
Buyer
London Transport Buses
172 Buckingham Palace Road
London SW1W 9TN
Telephone 0171 918 3812



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EMAP Automotive
Wentworth House
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66390/APP

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Coach and Bus Week,
EMAP Automotive,

Wentworth House, Wentworth Street,
Peterborough PE1 1DS. 66552/WW

Coach and Bus Week ending 15 February 1997

Say you saw it in **CBW**

Capital **CITYBUS** OPERATIONS MANAGER

We are a successful and expanding bus company operating in North and East London and Essex, employing 700 staff at three sites.

We wish to recruit an Operations Manager, reporting directly to the Operations Director, who has at least five years experience as a garage manager or a deputy who has been responsible for multiple sites, preferably in the London Transport area.

He/she will be responsible for efficient running of operations from all sites, supervising an experienced operations team and for the development and implementation of procedures. This is a high profile position in the company and suitable applicants must have the personality, drive and ability to match this demanding role.

A competitive salary package is offered.

Please apply to:- **Mr Brian Fitzgerald, Personnel Manager, Capital Citybus Limited, Chequers Lane, Dagenham, Essex, RM9 6QD** with a covering letter detailing how you fit our needs and your current salary and benefits together with your CV.



COMPANY DRIVING EXAMINER

Stagecoach, East London employs approximately 1,500 bus drivers at its operating bases throughout East London. The majority of new entrant drivers are provided with full PCV training in-house and we are seeking to appoint a Company Driving Examiner, holding delegated authority from the Driving Standards Agency, to conduct PCV driving tests.

In addition, the Company Driving Examiner will act in a specialist advisory capacity, in all driving-related matters and will have a primary role in the monitoring of driving quality.

This post will suit an individual committed to excellence in driving standards and possessing good decision-making abilities and communications skills. The successful candidate will hold a clean driving licence with PCV entitlement and have extensive PCV driving experience, good knowledge of vehicle systems, PCV regulations, Road Traffic Act etc. Previous bus industry managerial experience is also highly desirable.

Applications should be made in writing, enclosing a comprehensive CV to:

Sarah Rennie, Personnel Manager

STAGECOACH

East London Bus and Coach Company Limited

2-4 Clements Road, Ilford, Essex, IG1 1BA

Closing date for applications is: 5th MARCH, 1997

66562/APP

STAGECOACH MANAGER (Perthshire)

Applications are invited for the position of Manager (Perthshire).

Responsibilities include the operation and profitable development of bus and coach services operated from Perth and Crieff Depots.

The successful applicant will be responsible for approximately 80 vehicles and 140 staff running a mixture of local bus and coach operations including National Express workings.

A salary in the region of £22k pa, Profit Related Pay plus the provision of a company car and relocation expenses is offered.

Application, with full CV and photograph to:
Robert Andrew, Operations Director,
Bluebird Buses Ltd, Guild Street,
Aberdeen AB11 6GR.
by Friday, 28th February 1997

66561/APP



VACANCY – TRAFFIC MANAGER

A vacancy has arisen for a Traffic Manager at Stagecoach Transit which incorporates Stagecoach Darlington, Stagecoach Hartlepool and Stagecoach Kingston-upon-Hull operations.

The Group comprises some 360 vehicles and 880 staff and provides predominantly urban services within the conurbations of Darlington, Hartlepool, Kingston-upon-Hull and Teesside.

The post holder reports directly to the Managing Director and will be responsible for the overall traffic and marketing aspects of the business, including the preparation and performance monitoring of the Company's operational budgets. He/she will consult with the various Local Authorities and be involved in liaison, consultation and negotiation with contract and tender bodies.

Applicants should be fully qualified and able to play an integral part in the management of the business.

The post offers a competitive salary package, including a Company car, removal assistance, profit related pay, pension scheme and opportunities for progression to Director level.

Applications accompanied by a CV and details of current salary should be forwarded no later than Friday, 28th February 1997, to:

Mr M Howitt, Managing Director

STAGECOACH TRANSIT

Church Road, Stockton-on-Tees, TS18 2HW

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South Coast 01202 676040
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Wales 01792 790060
Midlands 0116 275 0271
North 0161 624 0025
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fax: 01902 22880

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Roadlink International
tel: 01902 636206

Belaco Ltd, Brake linings
tel: 01298 811236

Berkhof, Ave-Sales, Parts & Services tel: 01344 861787

British Furtex Fabrics, suppliers of quality moquettes for Coach and Bus Industry tel: 01422 882161

Bryden Riveting Machines
Roadlink Int' tel: 01902 636206

Buss Bizz, Vehicle spares
tel: 01962 715555/715566

Busparts, for windscreen, body and chassis parts
B/Ham: 0121-524-1200
Bristol: 0117-955 4955
London: 01932-569 177

Bus & Coach Glazing (Anston)
tel: 01909 551188

Bus & Coach Glazing (Barrhead)
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Bus & Coach Glazing (Ware)
tel: 01920 485996
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C. Anthony Wood & Co Accountants tel: 0181 866 8232

C.P.V. CONVERSIONS,
Alpha-Tec. tel: 01132 329559

CCS 24hr Coach Mobile
B/Down Svc tel: 0181 5617838

Coach Wash, Armchair Brentford tel: 0181 568 8227

Cornish-NW, Insurance
tel: 0151 5461282

D — D

Driver Seats: Thomas Scott & Co.
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DB. Associates Business
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Fax: 01909 500165

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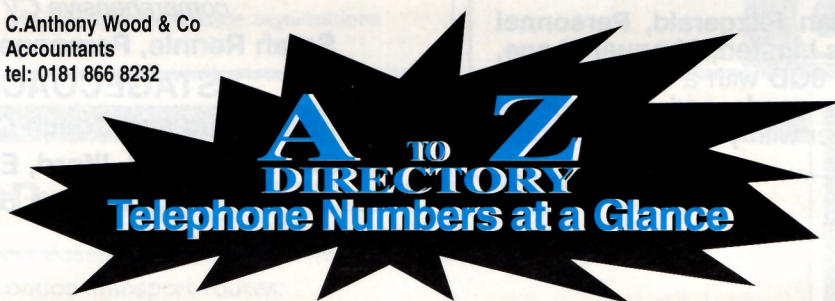
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R — R

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Registrations:
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Coach and Bus Week – Tel: 01733 467144

▼ Obituary

Pegasus owner has died

DAVID Michael Collins, owner of Wakefield-based minicoach company, Pegasus Mini-coaches has died aged 59 after a long illness.

Mr Collins had been made redundant from the construction industry when, in 1987, he started in the coach business with a Mercedes-Benz mini.

The success of his up-market one-mini-coach business prompted the purchase

of a new Toyota Optimo in 1989 and he subsequently became a loyal customer for the Caetano-bodied vehicle as he pursued a two-year replacement policy. He ran cultural one-day and five-day tours.

His last tour was in November to the Royal Armouries in Leeds. The business has since been wound-up.

He leaves a wife, Anne and a daughter, Vicky.

▼ Coach

Boost to Iveco sales

AW Group splits country in half

by Mike Morgan

INCREASING sales of Iveco/Beulas full-size and Iveco/Indcar midis convinced AW sales director, Alan Wilson that the time was right to divide the country in two by appointing **George Stratford** to cover the north and **David Stevenson** the south.

Mr Stratford, 50, is in his 20th year of coach sales having worked with Moseley, Caledonian and Jonckheere before moving into minibuses with Dormobile and TBP.

Latterly he was with recently established conversion business, West Bromwich Vehicle Sales.

Mr Stevenson, 44,



Stratford and Stevenson: north/south divide

has a background in coach operation. He was owner of Rover Coaches of Bromsgrove before it became part of Blazefield's Cambridge Coach Services.

Although he stayed on to run the business under its new owners, he

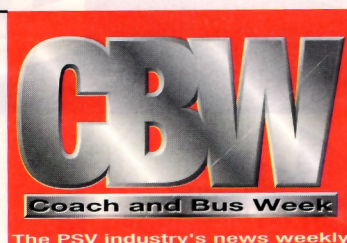
left shortly before it was closed down and says he has since been taking stock.

Both men are keen to get started saying that Iveco is a value for money product which is going places.

▼ MMC

Watchdog gets new member

RICHARD Prosser has joined the Monopolies and Mergers Commission as a regular member. The 53-year-old is a company director and former member of Warwickshire Borough Council, and a past chairman of the North Warwickshire Conservative Association.



Payment (please tick as appropriate)

Coach and Bus Week

	1 year	2 years	3 years
UK	£49.00	£88.00	£125.00
Eire/Europe 1 year	£92.00	Airmail 1 year	£124.00

Transit (Existing Coach and Bus Week Subscribers)

	1 year	2 years	3 years
UK	£72.00	£129.00	£183.00
Eire/Europe 1 year	£115.00	Airmail 1 year	£147.00

Coach and Bus Week and Transit (New Subscribers)

	1 year	2 years	3 years
UK	£121.00	£217.00	£308.00
Eire/Europe 1 year	£164.00	Airmail 1 year	£196.00

PLEASE ANSWER THE FOLLOWING QUESTIONS.

YOUR COMPANY DETAILS

1. What is your primary job title?

(Tick one only)

- Owner/Director ☐ 01
 Senior/General Manager..... ☐ 02
 Engineering/Service Manager ☐ 03
 Other (please specify)..... ☐ 04

2. What is your company's main business function?

- Bus Operator..... ☐ 01
 Coach Operator..... ☐ 05
 Coach & Bus Operator ☐ 02
 Local Government ☐ 03
 Other (please specify)..... ☐ 04

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3. How many vehicles does your company own/operate?

(Tick all that apply)

- | | Buses | Coaches |
|----------------|-----------------------------|-----------------------------|
| 1-5 | ☐ 01 | ☐ 10 |
| 6-10 | ☐ 02 | ☐ 11 |
| 11-15 | ☐ 03 | ☐ 12 |
| 16-25 | ☐ 04 | ☐ 13 |
| 26-39 | ☐ 05 | ☐ 14 |
| 40-100 | ☐ 06 | ☐ 15 |
| 101-400 | ☐ 07 | ☐ 16 |
| 401-1000 | ☐ 08 | ☐ 17 |
| 1000+ | ☐ 09 | ☐ 18 |

4. Do you have responsibility for the recommendation/purchase and/or specification of the following?

(Tick all that apply)

- | | Pur | Spec | Rec |
|--------------------------------|-----------------------------|-----------------------------|-----------------------------|
| Vehicles | ☐ 01 | ☐ 12 | ☐ 23 |
| Parts/Spares | ☐ 02 | ☐ 13 | ☐ 24 |
| Oil/Fuel | ☐ 03 | ☐ 14 | ☐ 25 |
| Breakdown | ☐ 04 | ☐ 15 | ☐ 26 |
| Insurance/Finance | ☐ 05 | ☐ 16 | ☐ 27 |
| Fuel Cards..... | ☐ 06 | ☐ 17 | ☐ 28 |
| Training | ☐ 07 | ☐ 18 | ☐ 29 |
| Venue/Attraction Tickets | ☐ 08 | ☐ 19 | ☐ 30 |
| Ferry Crossing | ☐ 09 | ☐ 20 | ☐ 31 |
| Hotel Bookings..... | ☐ 10 | ☐ 21 | ☐ 32 |
| Theatre Tickets | ☐ 11 | ☐ 22 | ☐ 33 |
| Other (please specify)..... | ☐ 34 | | |

5. What type of work does your company undertake?

(Tick all that apply)

- Private Hire ☐ 01
 Day Excursions ☐ 02
 British Tours..... ☐ 03
 European Tours ☐ 04
 Local Government Contracts ☐ 05
 Emergency/Breakdown Services ☐ 06

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